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UNITED STATES

SUMMARY

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U. S. DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary
BUREAU OF THE CENSUS
William L. Austin, Director

8

CENSUS OF AMERICAN BUSINESS: 1933

A CIVIL WORKS ADMINISTRATION PROJECT

WHOLESALE DISTRIBUTION

VOLUME I

SUMMARY FOR THE UNITED STATES

DETAILED STATISTICS FOR THE UNITED STATES
BRIEF SUMMARIES BY STATES, CITIES, AND COUNTIES

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MAY, 1935

U. S. DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

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This is one of a series of volumes presenting the findings of the 1933 Census of American Business. The statistics were collected in 1934 by a field canvass of wholesale establishments in every State, city, and county in the United States, with funds provided by the Federal Civil Works Administration. They cover the operations of wholesale establishments during the year 1933.

The volumes were prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution, assisted by John Albright, Administrative Assistant.

*9317.3127 A43
U.S. Dept of Commerce. Bureau of the Census
Jun 21, 1935

PLAN OF PRESENTATION

Volume I.--Contains detailed statistics for the United States, together with brief summaries by States, cities, and counties. It also contains a description of the wholesale census, explanations of terms, classifications and tables, and an analysis of wholesale trade for 1933 as compared with 1929.

Volume II.--New England States (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut).

Volume III.--Middle Atlantic States (New York, New Jersey, and Pennsylvania).

Volume IV.--Southeastern States (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi).

Volume V.--East North Central States (Ohio, Indiana, Illinois, Michigan, and Wisconsin).

Volume VI.--West Central States (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas).

Volume VII.--Mountain and Pacific States (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California).

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WHOLESALE TRADE IN THE UNITED STATES
BY COUNTIES WITH SALES OF $50,000,000 AND OVER, 1933
KING
MULTNOMAH
SAOARAMENTO
ALAMEDA
SAN FRANCISCO
LOS ANGELES
SALT LAKE
DENVER
DOUGLAS
SEDGWICK
TULSA
OKLAHOMA
TARRANT
DALLAS
HARRIS
BEXAR
ST. LOUIS
HENNEPIN
RAMSEY
DAKOTA
WOODBURY
POLK
MILWAUKEE
BUCHANAN
JACKSON
ST LOUIS CITY
ST CLAIR
PEORIA
COOK
MARION
KENT
WAYNE
ERIE
MONROE
ONONDAGA
ALBANY
HAMPDEN
HARTFORD
MIDDLESEX
WORCESTER
SUFFOLK
PROVIDENCE
NEW HAVEN
FAIRFIELD
LACKAWANNA
PASSAIC
ESSEX
HUDSON
DAUPHIN
ALLEGANEY
PHILADELPHIA
NEW YORK
KINGS
QUEENS
BRONX
NEW CASTLE
LUCAS
CUYAHOGA
SUMMIT
FRANKLIN
MONTGOMERY
HAMILTON
BALTIMORE CITY
DIST. OF COLUMBIA
JEFFERSON
RICHMOND CITY
NORFOLK CITY
DAVIDSON
MECKLENBURG
SHELBY
JEFFERSON
FULTON
CHATHAM
DUVAL
ORLEANS
HILLSBOROUGH
SALES OF PRINCIPAL COUNTIES
$1,000,000,000 AND OVER
$500,000,000 TO $1,000,000,000
$100,000,000 TO $500,000,000
$50,000,000 TO $100,000,000

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CHAPTER I

THE FIELD OF WHOLESALE DISTRIBUTION

In this volume and in Volumes II to VII, inclusive, are presented basic statistics on wholesale trade for the year 1933. The data were collected in 1934 in connection with the wholesale census, which was taken as a part of the Census of American Business. This volume contains a series of uniform tables by functional types of operation and by kind-of-business classifications for the United States. In it are also included brief summaries for each of the States, principal cities, and counties. Tables similar to those for the United States are contained in Volumes II to VII inclusive, for States, arranged by geographic divisions. Some of the material included in these volumes was first published in semi-final form in a series of State bulletins, one for each State, supplemented by a Summary bulletin for the United States. To a more limited extent such data were also previously published in a series of city bulletins, one for each city having in 1930 a population of 50,000 or more inhabitants.

The volumes on Wholesale Distribution were prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution, assisted by John Albright, Administrative Assistant.

THE DISTRIBUTIVE PROCESS

In the volume of Wholesale Distribution for 1929 published by the Bureau of the Census1/, the importance of merchandise distribution in our economic system was explained in some detail. Even before the depression, which began in 1929, a change in national emphasis from production to distribution was readily discernible. The field of distribution, as a segment of our economic system, whether measured by the number of people engaged or employed therein, the volume of business involved, the number of enterprises, or the value added to goods reckoned by gross margins, is becoming increasingly important. For two decades it has been generally recognized by students of business that attention must be turned somewhat from production technic to the problems involved in the distribution of goods.

It has been asserted that many commodities reach the ultimate consumer at a cost several times the selling price of such articles at points of original production. Whether the distributive process involves the performance of unnecessary functions, results in duplication of services, or is otherwise inefficiently operated, is difficult to say in the absence of reliable, factual data relating to the structure, methods, policies, procedures, and costs of distribution. It is recognized, however, that the distributive process must be improved and that its outmoded methods must be supplanted in order that it may keep pace with the constant development in production technic and efficiency. This process must be altered and remolded if a satisfactory solution is to be secured to the multifarious problems arising out of a separation, both in time and space, of ultimate consumer from prime producer. The need for improvements in this field was further accentuated by the economic conditions prevailing since 1929.

1/ Fifteenth Census of the United States: 1930, Distribution, Volume II, p. 3.

THE FIRST CENSUS OF DISTRIBUTION.--To fill part of the gap in our knowledge of the distributive process, the first Census of Distribution was taken by the Bureau of the Census in 1930, covering the operations of wholesale establishments and retail stores during 1929. This was done in conformity with the act providing for the Fifteenth Decennial Census, approved June 18, 1929, by Congress. As a result of this endeavor much valuable information was secured concerning the scope of activity of merchandising establishments, the employment they afforded, their volume of trade, costs of doing business and many other pertinent facts. This census served to clear the air of many misconceptions by supplying the first quantitative description of the marketing structure and its functioning; also by measuring the extent of the task and the approximate manner in which that task was being performed. The facts issued were generally hailed as a substantial contribution to knowledge of the distribution mechanism. The principal flaw in the usefulness of these results was the inability to make comparisons with other periods and to ascertain trends; also it is now known that 1929 was not a representative year.

THE CENSUS OF AMERICAN BUSINESS.--As a remedy to some of the deficiencies mentioned in the preceding paragraph, the second census of merchandising places of business for the year 1933 was taken in 1934, with funds supplied by the Civil Works Administration. In taking the new census, known as the Census of American Business, approximately 15,000 white-collar workers were furnished temporary employment as enumerators, canvassing about 2,200,000 places of business. Complete information was gathered from each of the establishments and assembled for every city, county, and State of continental United States. The schedules showed the number of persons employed in the business during the year, by months, by sex, and on a full-time and part-time basis; salaries and wages paid to the employees; total operating expenses incurred; net sales or operating receipts; value of stocks on hand; amount of business done on credit, etc.

COMPARABILITY OF THE TWO CENSUSES.--Since the Census of American Business was similar in most respects to the 1929 Census of Distribution, a comparison of the two censuses--one during a year of prosperity and the other in a year of depression--depicts the shifts and adjustments in business between the two years. To facilitate comparisons in the wholesale figures every effort has been made to have classifications for 1933, both by type of establishment and kind of business, similar to those presented for 1929. The two censuses, however, are not exactly alike due largely to differences in canvass, coverage, and classification. The differences in canvass, as in Pennsylvania, were due largely to conditions over which the Bureau had no control. As to differences in coverage, establishments with annual sales of less than $1,000 or less than $500 in the case of assemblers and country buyers) are not included in the 1933 figures but were included in 1929. On the other hand, cream stations are included in the figures for 1933 but were not included in any large extent in 1929. These latter differences would materially affect the number of establishments although they can have little influence on the volume of business.

Differences in classification were due to the abbreviated schedule used in 1933 and to the methods used in classifying wholesale establishments. The 1929 schedules made provision for comprehensive commodity information which was not called for on the form used in 1933. Some shifts in classification may have resulted from the fact that the establishments were classified in 1933 primarily on the basis of the information contained in the report submitted for that year; in most cases no account was taken of the classification of the establishment in 1929. A certain latitude, therefore, must be allowed for variations between the kind-of-business classifications which may have been caused by lack of uniformity in phraseology used by enumerators throughout the country.

WHOLESALING AS A PART OF THE DISTRIBUTIVE PROCESS.--In the movement of goods from original production into industrial or ultimate consumption, a number of marketing functions must be performed. In the course of time certain channels have been carved out for the flow of goods to their destination. A most imposing array of business establishments, whose function it is to bridge the gap between producer and consumer, operate in the wholesale field. The two principal functions of these establishments, particularly in the case of wholesalers proper, are to act as purchasing agents for retailers and other customers on the one hand, and to operate as distributors of the goods of manufacturers and processors on the other. To discharge these major functions properly, it behooves wholesale establishments as a group to perform, among others, the following principal operations:

1. To concentrate farm products, which are generally produced on a small scale, in quantities large enough for economical handling and shipment.

2. To assemble for retailers and for industrial consumers, a large variety of merchandise from numerous domestic and foreign sources of supply, in order to facilitate buying under one roof on the part of their customers.

3. To store goods until needed by the trade. Because of the seasonal nature of production in agriculture on the one hand, and the seasonal character of demand for many manufactured goods on the other, it is essential that reservoirs be provided at strategic points throughout the Nation to carry the physical inventories which these essential reserves represent. The wholesaler has performed this function traditionally and still continues to do so, although frequently assisted, in modern times, by public warehouses, manufacturers' warehouses, chain-store warehouses, and places provided by other types of integrated trading institutions, such as department stores and mail-order houses. Whoever performs this task, the necessity for providing storage for surplus reserves of merchandise in relatively close proximity to consuming centers, is an inescapable wholesale function.

4. To provide facilities for sorting, grading, and otherwise preparing goods for the market, in compliance with requirements of the trade.

5. To study the needs of the trade, quantitatively and qualitatively, in order to make proper goods available in suitable lots for prompt delivery.

6. To establish business connections with retailers, industrial consumers, and other wholesale organizations to which the goods are passed on in their movement to final destination. This function involves advertising, personal solicitation, or communication by mail, telephone, or telegraph.

7. To furnish financial assistance to sources of supply and to provide credit accommodations to customers.

8. To study market conditions and to gather and interpret all data affecting the movement of merchandise and the prices of the various commodities involved.

9. To render advise and assistance to customers in order to facilitate the flow of goods to final destination. This often necessitates the use of much dealer help with the aim of elevating retail merchandising to a higher plane of efficiency.

SCOPE OF WHOLESALE DISTRIBUTION

The terms "wholesaling", "wholesale trade", or "wholesale distribution" have been widely used for many years in discussions of marketing or of general business conditions, yet much confusion is current as to their meaning and no clear-cut conceptions may be found on the subject. At the present time the term "wholesaling", for example, is used in at least three different senses.

WHOLESALING IN ITS BROADER ASPECTS.--Broadly conceived, the term "wholesaling" includes all activities relating to the purchase or sale of goods at wholesale or in a wholesale manner, excluding only those transactions which involve sales to ultimate or home consumers. It matters not whether the goods are sold by original producers, by processors, by wholesalers, or by any of the functional middlemen engaged in wholesale trade such as commission men, brokers, and selling agents; nor does it matter whether the goods are sold to a retailer, to an industrial consumer, or to a wholesale organization, so long as the purpose of the customer in buying such goods is to resell them in one form or another, or to use them in the conduct of his business.

Were an attempt made to measure the total volume of wholesale trade in its broadest, and theoretically most sound aspect, it would be necessary to include within the province of wholesaling:

1. Sales made by manufacturers, directly or through their sales branches, to wholesalers and other types of wholesale middlemen.

2. Sales to retailers of all kinds

3. Sales to institutions, restaurants, and hotels.

4. Sales to industrial consumers, including manufacturers, mine operators, oil well companies, fisheries, railroads, public utilities, farmers, and Government bodies, on the assumption that the goods are purchased for business purposes and not for family consumption. In this category are included sales of equipment and supplies to service and professional establishments, as exemplified by sales made to barbers, beauty parlors, dentists, and doctors, so long as such items are not purchased by ultimate consumers for their own use; also sales of building materials to contractors.

5. All activities of wholesale middlemen who aid in the transfer of title to goods which are bought for business purposes. In this group of middlemen are included agents and brokers of all kinds.

6. All purchases of farm products for resale to others than individual consumers, irrespective of whether such purchases are made direct from farmers or from middlemen.

WHOLESALING IN ITS NARROWER ASPECTS.--Common usage on the part of laymen narrows the term "wholesaling" to the activities of wholesalers who sell to retailers. In this narrow sense only wholesalers who take title to the goods and who sell the same to bona fide retailers for resale to consumers are included. Usually the term is narrowed to cover the activities of service wholesalers, thereby excluding the business of certain types of wholesalers who take title to the goods, but who render a limited number of services as in in the case of drop shippers and cash-and-carry wholesalers. Under all circumstances, it excludes the business operations of functional middlemen as exemplified by agents and brokers as well as those of chain store warehouses, manufacturers' sales branches, and other

types.

CENSUS CONCEPT OF WHOLESALING.--Between these two general concepts various shades of meaning have been injected into the term "wholesaling", depending upon the special interest of the parties involved. For census purposes the term "wholesaling" or "wholesale distribution" is confined to the operations of wholesale establishments, i.e., places of business operating on a wholesale basis or in a wholesale manner. It does not include wholesale sales made by manufacturers, except through branches especially maintained for that purpose; nor does the term include wholesale sales made by farmers or by operators of mines, quarries, or oil wells. Obviously, it was impossible to make the term all-inclusive, that is, to use it in the broadest aspect, since the census was taken on an establishment basis. Had the scope of the wholesale census been broadened to include such sales, it would have been necessary to secure a separate distribution report from every producing establishment and from every farmer and nurseryman, in addition to the report which they submit on production activities to the Census of Manufactures, Census of Mines and Quarries, and Census of Agriculture, respectively. It has been equally impracticable to confine the term to service wholesalers or to any other limited type of wholesalers, inasmuch as a clear-cut functional division as between different types of wholesale organizations is practically impossible. Much of the wholesale business, even in the sense in which service wholesalers operate, is being done by bulk tank stations, by manufacturers' sales branches and by other types of wholesale establishments.

What The Wholesale Census Includes.--Thus, the wholesale census embraces all establishments in continental United States which were engaged in 1933 primarily in the purchase, sale, or distribution of goods on a wholesale basis. In addition to wholesalers of the conventional type, the census covers limited-function wholesalers, such as drop shippers and wagon distributors, and the whole range of organizations engaged in wholesale trade and which perform wholesale functions, including brokers, commission merchants, chain store warehouses, manufacturers' sales branches, selling agents, bulk tank stations, assemblers and country buyers of farm products, etc. In fine, the wholesale field covers practically all merchandising concerns whose primary function is to buy or sell goods at wholesale.

What The Wholesale Census Does Not Include.--From this census are excluded all data on wholesale peddlers and others who maintain no definite places of business, since the enumeration was based on establishments consisting of physical business units. Likewise, data are excluded on establishments engaged purely in the performance of services not immediately related to the purchase or sale of farm, mineral, forest, fishing, or manufactured products, as exemplified by advertising agencies, cotton gins, brokers in real estate and securities, and those middlemen operating on the commodity exchanges whose dealings were largely in futures. For emphasis it may also be reiterated that the census does not include wholesale sales made by manufacturers directly from their plants or such sales made by agricultural producers. Only when separate wholesale places of business were maintained by such producers or processors were they included in the canvass.

STATISTICAL TECHNIC USED IN THE WHOLESALE CENSUS

In the process of gathering, handling and compiling the enormous mass of data of the wholesale census an elaborate technic had to be developed. It is believed that some understanding of the statistical technic involved will make possible a better use of the published data. While in general the usual census technic was followed, important differences may be noted because of the fact that this was only the second complete wholesale census ever taken.

THE CANVASS.--In securing reports for the wholesale census the aim was to make a complete enumeration. A report had to be obtained for every type of wholesale establishment, regardless of its size, method of operation, or nature of organization. For the purpose of the canvass a wholesale establishment was defined as a place of business, the primary function of which is to buy, sell or distribute goods on a wholesale basis. It may be in the form of a store, wholesale warehouse, a sales or brokerage office, or part of an office, as when the office is shared with other similar organizations.

The United States was divided into a number of districts, each in charge of a supervisor. The more technical phases of the canvass were in turn supervised by chief special agents of the Bureau of the Census. These special agents were trained in Washington for some time, the course of training consisting of lectures, discussions and actual schedule preparation. The information was actually collected by individuals, taken from Civil Works Administration rolls, in the various communities, who were paid largely on a piece-rate basis for the duration of the census period. As already noted, the canvass was on the basis of establishments rather than companies or firms, in order to facilitate the enumeration and to make it possible to present data by geographic areas. Maintenance of merchandise stocks was not a criterion in determining whether a place of business existed; otherwise the census would have excluded many agents and brokers as well as manufacturers' sales branches.

EDITING THE SCHEDULES.--In collecting the data for 1933, a uniform schedule was used in reporting trading and service establishments, hotels, and places of amusement (see copy of schedule at end of this Volume). Upon receipt of the schedules in Washington they were sorted into wholesale, retail, and service and transmitted to the corresponding sections. Definite and detailed written instructions were prepared for the editing staff. Such instructions were later supplemented in the light of additional experience. Every schedule was edited, checked and verified. The editing process required that the entire schedule be carefully examined by a single clerk for errors of statement, omissions, and inconsistencies. Many errors were corrected in the process, while others required correspondence with those furnishing the information. Schedules were checked against various trade directory lists, telephone directories, and membership lists in order to insure complete returns. In many cases they were also checked against schedules submitted in connection with the previous census.

THE PROBLEM OF CODING.--Due to the fact that electrical tabulating machinery was used in compiling the statistics it was necessary to code all schedules so that the information could be transferred to punch cards. This process required translation of data other than actual figures into numbers in accordance with a predetermined code. Coding of wholesale schedules was particularly complicated since it required at least two kinds of classifications, one by functional type of operation and the other by kind of business. The number of strata or planes of wholesaling on the one hand and the high degree of specialization in merchandise on the other added to the difficulty. The number of functional types was finally reduced to 19 and that of kinds of business to 166, for the 1933 census, as compared with 43 and 343, respectively, used in the 1929 census. A further complication lay in the fact that provision had to be made for presenting the statistics by geographic divisions. A well-established census rule makes it impossible to reveal data for any one establishment. Consequently provision had to be made for combining closely related types or lines of trade, as the case may be, in order to avoid disclosure of individual operations. Thus, every schedule had to be classified in two or more ways and then coded accordingly. The coded schedules were checked by more expert coders and reviewed by section chiefs in order

to insure accuracy.

MECHANICAL TABULATION.--In order to make possible the use of the mechanical devices referred to above, the information contained in the wholesale schedules was transferred to specially prepared machine cards. Five 45-column cards were required to each schedule. These cards were machine punched by a separate section specializing in that work. The punched cards were transferred to another centralized station of the Bureau, where they were sorted and tabulated in accordance with instructions prepared for the purpose. The information was taken from the electrical tabulating machines on large "result slips" which showed the various area, kind-of-business, or type-of-establishment codes and the figures contained in the schedules. After careful inspection, the result slips were forwarded to the section responsible for the preparation of the tables.

PREPARATION OF TABLES.--The result slips served as the basis for the data which appear in the volumes on wholesale trade. Subject to carefully prepared instructions, the preliminary draft of the tabular material was compiled, for the most part, by inexperienced clerks. Due to the complicated nature of wholesaling and to the high degree of accuracy required when presenting a limited amount of information for certain areas and within certain classifications, the preliminary tabulations were subject to expert inspection. By this method it was possible not only to eliminate statistical inaccuracies and mechanical errors, but also to detect and correct weaknesses in the field canvass and to prevent disclosures.

CHAPTER II

CLASSIFICATIONS AND DEFINITIONS IN THE WHOLESALE CENSUS

IMPORTANCE OF CLASSIFICATIONS AND DEFINITIONS.--For a clear understanding and study of wholesale distribution, it has been necessary to classify the information, geographically, by areas such as States, counties, and incorporated cities and towns as fixed by the laws establishing their boundaries. It has also been necessary properly to identify each reporting establishment according to its functional type and according to the line of merchandise handled. Only in this manner is it possible to present a statistical picture of the wholesaling mechanism of the Nation and its various subdivisions, showing the facilities existing in 1933, as compared with 1929, in each portion of the country for the wholesale distribution of goods of different kinds. In this wise it is also possible to present data bearing on the relative efficiency of the different phases of the wholesaling system.

In defining and classifying establishments the first problem was to distinguish between wholesale and retail business. What was finally included in the wholesale census has been indicated in Chapter I of this volume. In effecting a division between wholesale and retail trade, many complexities presented themselves. In a number of instances wholesaling and retailing functions are so interwoven and intertwined as to make the process of separation an almost insurmountable task. This situation is further complicated by the concerns operating in what may be termed the "twilight zone", as in the case of lumber yards which are conventionally designated as retail lumber yards but which in principle are wholesale establishments, inasmuch as they sell most of their goods to contractors for industrial use. Furthermore, many business concerns do not fall clearly in either the retail or wholesale category, since they operate in both ways. It is impracticable, however, to classify any single establishment in more than one place. Consequently, concerns engaged in both retailing and wholesaling have been classed as retail or wholesale in accordance with the bulk of their business. If over 50% of their dollar volume was secured through wholesale sales, establishments have been counted as wholesale, and vice versa. Provision has been made, however, to compile retail sales of wholesale establishments and wholesale sales of retail establishments, in order that complete figures may be available on total volume of wholesale business and total volume of retail business.

CLASSIFICATION BY KIND OF BUSINESS

Obviously, wholesale establishments handle different lines of merchandise. To be of real value to a business enterprise, the statistics of a wholesale establishment should be compared with those of other wholesale establishments operating in the same line of trade and in the same area in which the concern wishing to make comparisons is located. Moreover, the characteristics in regard to employment, pay roll, total expenses, etc., necessarily vary as between different lines of trade or kinds of business. For these and other reasons each wholesale establishment has been classified, by kind of business, on the basis of the principal line or lines of merchandise in which it dealt. But the kind-of-business classifications, while on a commodity basis, must not be confused with commodities themselves, since most establishments handle more than a single commodity or group of commodities.

FACTORS IN CLASSIFYING WHOLESALE ESTABLISHMENTS BY KIND OF BUSINESS.--Inquiry 2 of the schedule used in collecting information from wholesale establishments required, first, that

the name or designation of the kind of business be given, based on the major kind of merchandise in which the reporting establishment dealt, and second, that the principal lines of merchandise sold or handled be listed in the order of their importance as determined by volume of business during 1933. The information contained in the schedule in answer to this inquiry was the basis for classifying wholesale establishments by kind of business. In classifying a wholesale establishment, first, by kind of business and, second, by kind-of-business groups three distinct factors or bases were considered:

(1) The way in which the goods reported on the schedule are normally distributed, namely, the channels of distribution generally used in the wholesaling of such products;

(2) The source of supply of the commodity or commodities under consideration;

(3) The use of the commodity or goods by those who purchased the same from the reporting firm.

According to the first factor an establishment might be classified under dry goods, hardware, drugs, or electrical goods, if the goods involved are normally sold through one of those channels. On the basis of source of supply, an establishment might be classified under such kind-of-business groups as farm products, metals, or petroleum and its products. When utilization was the main feature, an establishment would be classified under such kinds of business as heating, clothing, farm supplies, groceries, etc. In a great many instances two or all of the three bases were used in classifying a wholesale place of business, with the emphasis usually being placed on channels of distribution.

For the 1933 Census all wholesale places of business have been divided into 166 detailed kind-of-business classifications. These, in turn, were combined and telescoped into 25 major kind-of-business groups. This compares with 343 detailed classifications used in the 1929 census which in turn were combined into 86 major classifications which were further combined into 24 kind-of-business groups. An attempt has been made to retain comparability insofar as possible between the kind-of-business classifications of the two wholesale censuses. However, since both funds and time were limited in connection with the 1933 enumeration, fewer classifications had to be developed. The following arrangement presents the kind-of-business classifications used for 1933 and comparable classifications for 1929.

KIND OF BUSINESS CLASSIFICATIONS
(Based on principal lines of merchandise)

1933	equivalent	1929
I. Amusement and sporting goods:		Amusement and sporting goods:
1. Cameras and motion-picture equipment and supplies.		Cameras and photographic supplies. Moving-picture apparatus. Talking-picture apparatus.
2. Moving-picture films.		Moving-picture films.
3. Sporting goods (general line).		Sporting goods (general line).
4. Toys, novelties, and firewcrks.		Toys, novelties, and fireworks
5. All other.		Amusement and sporting goods (general line). Amusement, equipment, and supplies. Bicycles and supplies. Billiards, bowling equipment and supplies. Other amusement and sporting goods.
II. Automotive products:		Automotive:
1. Automobiles and other motor vehicles.		Automobiles and other motor vehicles-- Automobiles and other motor vehicles (general line). Automobiles (new and used). Automobiles (used). Trucks and tractors.
2. Automotive equipment, accessories and parts.		Automotive equipment-- Automobile equipment. Automotive equipment (general line). Automotive equipment (specialty lines). Automobile parts (new and used)-- Automobile parts (new) (such as pistons, pumps, gears, shafts, axles, springs, etc.). Automobile parts (used).
3. Tires and tubes.		Tires and tubes.
III. Chemicals:		Chemicals, drugs, and allied products (in part):
1. Dyestuffs.		Dyestuffs.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
III. Chemicals (continued):		
2. Explosives.		Explosives.
3. Industrial chemicals.		Chemicals, industrial.
4. Naval stores.		Naval stores.
5. Paints and varnishes.		Paints, varnishes, lacquers, and enamels.
6. All other		Dyes, dry-cleaning supplies, and allied products. Insecticides. Other chemicals (including grain alcohol, refined chemicals, and coal-tar products).
IV. Clothing and furnishings:		Dry goods and apparel (in part):
1. Clothing and furnishings (general line).		Clothing (general line). Clothing and furnishings.
2. Clothing, men's and boys'.		Clothing, men's and boys'. Clothing (secondhand) (in part).
3. Clothing, women's and children's.		Clothing, women's and children's Clothing (secondhand) (in part). Furs, dressed, and fur clothing (in part).
4. Furnishings (general line).		Furnishings (general line) (such as shirts, ties, lingerie hosiery, hats, caps, etc.).
5. Furnishings, men's and boys'.		Furnishings, men's and boys'. Gloves (in part). Hats and caps.
6. Furnishings, women's and children's.		Furnishings, women's and children's. Furs, dressed, and fur clothing (in part). Gloves (in part).
7. Hosiery.		Hosiery.
8. Millinery and millinery supplies.		Millinery and millinery supplies.
9. Shoes and other footwear.		Shoes and other footwear.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
V. Coal.		Coal: Coal (general line). Coal, anthracite. Coal, bituminous. Coal and coke. Fuel (including briquets, peat, charcoal, and natural gas).
VI. Drugs and drug sundries:		Chemicals, drugs, and allied products (in part): Drugs and drug sundries (general line).
1. Drugs (general line).		
2. Drugs (specialty lines).		Drugs.
3. Patent medicines.		Patent medicines.
4. Toilet articles and preparations.		Toilet articles and preparations-- Toilet articles. Toilet preparations.
5. All other.		Drug sundries. Rubber goods (druggists'). Sanitary supplies, insecticides, etc.
VII. Dry goods:		Dry goods and apparel (in part): Dry goods (general line).
1. Dry goods (general line).		
2. Knit goods.		Knit goods.
3. Notions.		Notions (in part)-- Buttons. Laces and embroideries. Notions (general line). Tailors' trimmings and supplies.
4. Piece goods.		Piece goods-- Cotton goods. Linens. Piece goods (general line). Rayons. Silks and velvets. Woolens and worsteds.
5. All other.		Other dry goods (such as blankets and other specialty lines not provided for).

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
VIII. Electrical goods:		Electrical:
1. Electrical appliances, equipment and supplies.		Electrical goods (including appliances)-- Electrical merchandise (general line). Electrical appliances (such as washing machines, toasters, stoves, percolators, and irons and ironers). Electrical equipment and supplies-- Batteries. Electrical equipment and supplies (general line). Motors and generators.
2. Radios and radio equipment.		Radios and radio equipment.
3. Refrigerators.		Refrigerators (electric).
IX. Farm products-raw materials:		Farm products (not elsewhere specified) (in part):
1. Cotton.		Cotton-- Cotton. Cotton linters. Cotton and cottonseed.
2. Grain.		Grain-- Corn. Oats. Rice. Wheat. Grain (general line). Other grain (such as rye and barley).
3. Hides, skins, and furs (raw).		Hides, skins, and furs (in part)-- Furs (raw). Hides and skins.
4. Horses and mules.		Horses and mules-- Horses and mules. Mules.
5. Livestock.		Livestock (except horses and mules) Calves. Cattle. Hogs. Livestock (general line). Sheep and lambs.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
IX. Farm products-raw materials (continued):		
6. Silk (raw).		Silk (raw).
7. Tobacco (leaf).		Tobacco (leaf).
8. Wool and mohair.		Wool and mohair.
9. All other.		Other farm products-- Bristles and hair. Cotton seed. Cotton,cottonseed, and fertilizer Farm products (not elsewhere classified). Feathers.
X. Farm products-consumer goods:		Food products (not elsewhere specified) (in part):
1. Dairy products (general line).		Dairy products (general line).
2. Butter.		Butter. Butter and cheese (in part).
3. Cheese.		Cheese. Butter and cheese (in part).
4. Milk and cream.		Milk and cream.
5. All other dairy products.		Ice cream.
6. Poultry and poultry products.		Poultry and poultry products-- Eggs. Poultry. Poultry and poultry products (general line).
7. Dairy and poultry products.		Dairy and poultry products.
8. Fruits and vegetables (fresh).		Fruits and vegetables (fresh)-- Fruits. Fruits and vegetables (general line). Produce (including vegetables, fruits, dairy products, fish poultry, eggs, etc., with fruits and vegetables predominating). Vegetables.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
X. Farm products-consumer goods (continued):		
9. All other (includes establishments dealing in a combination of items listed above, none of which predominated, as well as specialty houses dealing in such items as honey, peanuts, etc.).		(No equivalent because in 1929 commodity information made possible exact classification on the basis of the major commodities).
XI. Farm supplies:		Farm supplies (except machinery and equipment):
1. Feed.		Feed-- Feed (exclusively, mixed and other). Feed and fertilizer. Hay, grain, and feed.
2. Fertilizer.		Fertilizer and fertilizer materials.
3. Seeds.		Seeds.
4. All other.		Farm supplies (general line): Straw.
XII. Furniture and house furnishings:		Furniture and house furnishings:
1. China, glassware, and crockery.		China, glassware, and crockery.
2. Floor coverings.		Floor coverings.
3. Furniture.		Furniture-- Antique goods. Furniture (general line). Furniture (household). Furniture (office). Furniture (secondhand). Other furniture (specialty lines).
4. House furnishings.		House furnishings (in part)-- Art goods. Brooms and brushes. Curtains and draperies. House furnishings (general line). Household supplies. Lamps and lamp shades. Pictures and picture frames.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XII. Furniture and house furnishings (continued):		
5. Musical instruments and sheet music.		Musical instruments and sheet music Musical instruments, accessories, and parts. Pianos. Phonographs and phonograph supplies. Sheet music.
XIII. General merchandise:		General merchandise (establishments handling in substantial proportions three or more distinct and unrelated lines of merchandise).
XIV. Groceries and foods (except farm products):		Food products (not elsewhere specified) (in part):
1. Groceries (general line).		Groceries (general line).
2. Confectionery and soft drinks.		Confectionery and soft drinks-- Confectionery and soft drinks (general line). Confectionery. Soft drinks.
3. Fish and sea foods.		Fish and sea foods-- Fish and sea foods (fresh and cured). Fish and sea foods (fresh). Fish and sea foods (cured).
4. Meats and meat products.		Meats and meat products-- Lard. Meats (cured). Meats (fresh). Meats and meat products (general line). Meats and provisions (including poultry, eggs, dairy products, lard, etc.).
5. Other food and grocery specialties.		Food and grocery specialties-- Bakery products. Beans, dried. Biscuits and crackers. Canned fruits and vegetables. Canned goods (general line). Canned sea food. Cereals. Coffee.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XIV. Groceries and foods (except farm products) (continued):		
5. other food and grocery specialties (continued).		Food and grocery specialties (continued)-- Coffee, tea, and spices. Delicatessen products. Extracts and spices. Flour. Flour and feed. Fruits and vegetables (dried) Lard substitutes. Soaps and soap powders. Sugar. Other food and grocery specialties (such as salad dressings, pickles, jams and jellies).
XV. Hardware:		Hardware:
1. Hardware (general line).		Hardware (general line).
2. Hardware (specialty lines).		Hardware (specialty)-- Builders' hardware. Heavy hardware. Shelf hardware. Tools and cutlery. Other hardware (specialty lines such as door hardware, ornamental fencing, sign plates, and marine hardware).
XVI. Jewelry and optical goods:		Jewelry and optical goods:
1. Jewelry (general line).		Jewelry (general line).
2. Clocks and watches.		Clocks and watches.
3. Diamonds and other precious stones.		Diamonds and other precious stones.
4. Other jewelry specialties.		Silverware. Other jewelry (such as semi-precious stones, mountings, ornaments, and novelty jewelry).
5. Optical goods.		Optical goods.
XVII. Lumber and building materials (other than metal):		Lumber and building materials (other than metal):
1. Lumber and millwork.		Lumber and millwork-- Lumber. Lumber and millwork. Millwork.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XVII. Lumber and building materials (other than metal) (continued):		
2. Asbestos products.		Asbestos products.
3. Brick and tile.		Brick and tile.
4. Cement.		Cement.
5. Glass.		Glass.
6. All other.		Building stone. Granite and marble. Lime, plaster, etc. Roofi g materials (non-metallic). Sand, gravel, and crushed stone. Other building materials (such as insulating and wallboard materials, cork slabs, and art stone.
XVIII. Machinery, equipment and supplies (except electrical):		Machinery, equipment and supplies (except electrical):
1. Commercial machinery, equipment and supplies--		Commercial equipment and supplies---
a. Office equipment and supplies (except furniture).		Office equipment and supplies (other than furniture).
b. Store equipment and supplies.		Store equipment and supplies (general line).
c. All other.		Automatic vending machinery. Butchers' equipment and supplies. Filling station equipment and supplies. Florists' supplies. Hotel and restaurant equipment and supplies. Soda fountain equipment and supplies. Other commercial equipment and supplies.
2. Construction machinery, equipment and supplies--		Construction equipment and supplies--
a. Construction machinery		Construction machinery (such as concrete mixers, sanding and polishing machines, excavating shovels, and graders).

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XVIII. Machinery, equipment and supplies (except electrical) (continued):		
2. Construction machinery, equipment and supplies (continued)--		
b. Road machinery and equipment.		Road machinery and equipment.
c. All other.		Builders' supplies. Construction equipment (such as derricks, scaffolding, and elevators). Construction machinery, equipment and supplies (general line).
3. Farm and dairy machinery and equipment.		Farm machinery and equipment-- Dairy equipment. Farm implements (such as harrows, cultivators, and walking plows). Farm machinery and equipment (such as harvesters, binders, hay hoists, stationary engines, pump jacks and pumps, gang plows, and corn listers).
4. Industrial machinery, equipment and supplies--		Manufacturing, mining, and drilling machinery, equipment and supplies--
a. Bottles and bottling equipment.		Bottles and bottling equipment.
b. Machine tools.		Machine tools.
c. Mechanical rubber goods.		Mechanical rubber goods (such as belting, packing, hose, gaskets, and recoil pads).
d. Mill and mine supplies (general line).		Mill and mine supplies (general line). Oil-well machinery, equipment, and supplies.
e. All other.		Bakers' equipment and supplies. Canning machinery. Chemical equipment and supplies. Conveyor and hoisting machinery. Drilling machinery. Foundry equipment and supplies. Jewelers' equipment and supplies. Power engines. Power-house equipment (such as boilers, condensers, injectors (filters, and stokers).

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XVIII. Machinery, equipment and supplies (except electrical) (continued):		
4. Industrial machinery, equipment and supplies (continued)--		
e. All other (continued).		Printers' and lithographers' supplies. Pumps, pump parts, and supplies. Shoe machinery. Textile machinery and equipment. Welding equipment. Other industrial machinery, equipment and supplies.
5. Professional equipment and supplies--		Professional equipment and supplies--
a. Dental.		Dental supplies and equipment.
b. Surgical, medical, and hospital.		Surgical, medical, and hospital equipment and supplies.
c. All other.		Art supplies. Church equipment and supplies. Pharmacists' supplies. School equipment and supplies. Scientific and laboratory equipment and supplies. Other professional equipment and supplies.
6. Service equipment and supplies--		Service equipment and supplies--
a. Barber and beauty parlor.		Barber and beauty parlor equipment and supplies.
b. Laundry.		Laundry equipment and supplies.
c. All other.		Bootblack and hat cleaners' equipment and supplies. Dry cleaners' supplies and allied products. Fire protection equipment. Janitors' equipment and supplies. Plumbers' equipment and supplies. Service equipment and supplies (general line). Shoe repairers' equipment and supplies. Undertakers' supplies. Upholsterers' supplies. Warehouse equipment and supplies.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XVIII. Machinery, equipment and supplies (except electrical) (continued):		
7. Transportation equipment and supplies--		Transportation equipment and supplies--
a. Aircraft and aeronautical.		Aircraft and aeronautical equipment.
b. Railroad.		Railroad equipment and supplies.
c. All other.		Ship equipment and supplies. Other transportation equipment and supplies (such as tramways, aerial hoists, motor boats (commercial), and compressed air tubes).
XIX. Metals (except scrap):		Metals and minerals (except petroleum and scrap) (in part):
1. Copper.		Copper.
2. Iron and steel.		Iron and steel (except scrap)-- Castings (metal). Iron and steel (except scrap). Iron and steel products (not elsewhere classified).
3. Sheet metal products.		Sheet metal products.
4. Other metal and metal works.		Brass and brass products. Lead and zinc. Tin. Other metal and metal works (such as nickel, bronze, aluminum, and alloying materials).
XX. Paper and its products:		Paper and paper products:
1. Paper and its products (general line).		Paper and paper products (general line).
2. Paper and its products (specialty lines).		Paper and paper products (specialty, other than specified)-- Paper. Wrapping paper and paper bags. Other paper products (such as novelties, papier-mache, paper napkins, mulch papers, calendars and art goods).
3. Stationery and stationery supplies.		Stationery and stationery supplies.

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XX. Paper and its products (continued):		
Wall paper.		Wall paper.
XXI. Petroleum and its products:		Petroleum and petroleum products:
		Crude oil.
		Fuel oil.
		Gasoline and oil.
		Gasoline and naphthas.
		Lubricating oils and greases.
		Petroleum and petroleum products (general line).
		Other petroleum and petroleum products (such as kerosene, cleaning liquids, road preparations, bitumastic paints, and asphalts).
XXII. Plumbing and heating equipment and supplies:		Plumbing and heating equipment and supplies:
1. Heating equipment (general line).		Heating equipment (general line).
2. Pipe, valves, and fittings.		Pipe, valves, and fittings.
3. Plumbing and heating equipment (general line).		Plumbing and heating equipment and supplies (general line).
4. Stoves and ranges.		Stoves and ranges.
5. All other.		Plumbing and mill supplies.
		Ventilating equipment and supplies.
		Furnaces.
		Oil burners.
		Other plumbing and heating equipment and supplies.
XXIII. Tobacco and its products (except leaf).		Tobacco and tobacco products (except leaf):
		Cigars.
		Cigars, cigarettes, and tobacco.
		Tobacco.
		Tobacco products.
XXIV. Waste materials:		Iron and steel scrap and other waste materials:
1. Iron and steel scrap.		Iron and steel scrap.
2. Junk and scrap (general line).		Junk and scrap (includes dealers handling a general line of waste materials).

KIND OF BUSINESS CLASSIFICATIONS

1933	equivalent	1929
XXIV. Waste materials (continued):		
3. Waste paper, rags, and rubber.		Waste rubber, rags, and paper-- Paper (waste). Rags. Rubber (scrap).
XXV. All other products:		Chemicals, drugs, and allied products (in part): Farm products (not elsewhere specified) (in part): Forest products (except lumber): Leather an leather goods (except gloves and shoes): All other:
1. Bags and bagging.		Bags and bagging.
2. Beer.		(No 1929 equivalent).
3. Books and periodicals.		Books and periodicals.
4. Cordage and twine.		Cordage and twine.
5. Flowers and nursery stock.		Flowers and nursery stock-- Florists (flowers). Flowers and nursery stock. Seeds, bulbs, and nursery stocks
6. Forest products (except lumber).		Forest products (except lumber): Boxes, shooks, and cooperage-- Boxes and box shooks. Cooperage (such as barrels, casks, and tubs). Logs, railroad ties, piles, etc.-- Firewood. Logs, piles, and posts. Railroad ties. Other forest products (including woodenware, pulpwood, turning blocks, pine needles, etc.).
7. Leather.		Leather.
8. Leather goods.		Leather and leather goods (general line). Leather and leather belting (in part)-- Belting (leather). Luggage and leather goods--

1933	equivalent	1929
XXV. All other products (continued):		
8. Leather goods (continued).		Leather goods (not elsewhere classified). Luggage. Saddlery and harness. Shoe findings and cut stock— Cut stock (leather). Shoe findings.
9. Newspapers and magazines.		Newspapers and magazines.
10. Oil and greases (animal and vegetable).		Oils and greases (animal and vegetable)— Animal oils (including grease and tallow). Essential oils. Vegetable oils (cottonseed, linseed. etc.).
11. Rubber (crude).		Rubber (crude).
12. Rubber goods (general line).		Rubber goods (general line).
13. Wines and spiritous liquors.		Drugs and drug sundries (specialty) (in part)— Whiskey. Other alcoholic beverages.
14. Yarn.		Yarn.
15. Miscellaneous kinds of business.		Burlap. Tents and awnings. Textiles and textile materials, other than dry goods (general line). Other textiles (exclusive of dry goods, not specified above) Advertising goods (such as signs, calendars, booklets, cloth banners, celluloid and metal novelties). Artificial flowers and plants. Baskets. Boats. Flour, feed, and coal. Ice. Novelties. Smokers' supplies. Miscellaneous kinds of business (other than specified).

CLASSIFICATION BY TYPE OF ESTABLISHMENT

In addition to being classified according to kind of business, each wholesale establishment was also classified by functional type. In the grocery trade, for example, there are, in addition to what may be termed "service wholesalers", a number of newer types of wholesale distributors such as drop shippers, wagon distributors, and cash-and-carry wholesalers. Among the other wholesale organizations operating in the grocery field are brokers, chain store warehouses, and selling agents. Obviously, it is not sufficient to present census data only by kind-of-business, since various characteristics such as employment, pay roll, credit sales, and total operating expenses will vary in a given kind of business on the basis of the functions performed. For example, such characteristics for a sugar broker may be altogether different from those of a sugar wholesaler, because of differences in the functions of the two wholesale middlemen.

BASES FOR CLASSIFYING WHOLESALE ESTABLISHMENTS BY TYPE.--In any attempt to classify or group types of wholesale establishments, several possibilities are encountered. Such establishments may be classified:

1. According to the ownership of goods, into those which take title to the merchandise and operate as merchants and those which do not take title.

2. According to services rendered, indicating whether they render complete or limited services.

3. On the basis of whether they emphasize the buying function or the selling function, namely, a division into buying establishments and selling establishments.

4. According to the ownership of the establishments, in order to indicate single unit establishments, branches, and chains.

5. According to the relationship of the wholesale establishment to retail outlets, as in the case of chain store warehouses, or to producers, as in the case of manufacturers' sales branches.

6. On the basis of the domestic territory covered, according to which they may be divided into local, sectional, and national.

7. According to whether they are engaged in foreign or domestic trade.

Any one of these classes may be further subdivided. Thus, it is possible to classify organizations engaged in domestic trade into buying organizations and selling organizations. Each of these may in turn be classified on the basis of title to the goods in order to show merchant and non-merchant establishments, as well as on the basis of who owns the establishments, in order to determine whether they are integrated with retail stores as in the case of chain-store warehouses or with manufacturing establishments as in the case of manufacturers' sales branches.

NUMBER OF TYPES USED IN THE CENSUS.--In order to enhance the usefullness of the statistics, wholesale establishments have been divided into six type groups, four of which have been further subdivided, so that a total of 19 distinct types of wholesale establishments is used in breaking down census data by type. Several of the types represent regular

middlemen, namely, business concerns operating between producer and consumer in the purchase or sale of goods. Usually they also furnish a number of marketing services related to the buying and selling of merchandise. Some of these middlemen are of the merchant type, because they take title to the goods, while others may be designated as functional middlemen, since their main activity lies in the negotiation of purchases or sales, but they do not take title to the goods involved. These functional middlemen usually perform a more limited number of marketing functions than in the case of merchant middlemen. Some of the types defined below are integrated with manufacturers and others are integrated with retailers. Consequently, they can not be regarded as middlemen, although they are all in the middleman business.

WHOLESALE ESTABLISHMENTS CLASSIFIED, BY TYPE OF OPERATION
(Based largely on functions performed)

1933	equivalent	1929
I. Wholesalers proper.		I. Wholesalers only.
1. Wholesale merchants		1. Wholesale merchants, including jobbers and semi-jobbers
		2. Converters
		3. Supply and machinery distributors
2. Exporters		4. Exporters
3. Importers		5. Importers
4. Limited function wholesalers		6. Cash-and-carry wholesalers
		7. Drop shippers
		8. Mail-order wholesalers
		9. Wagon distributors
		10. Warehouses (distributing)
II. Bulk tank stations		II. Bulk tank stations (also district and general sales offices dealing in petroleum and its products).
III. Chain store warehouses		III. Chain store warehouses (including wholesale commissaries).
IV. Manufacturers' sales branches (separately shown for branches with stocks and those without stocks)		IV. Manufacturers' sales branches
		V. General sales offices (in part and exclusive of those dealing in petroleum and its products).
		VI. District sales offices (except those dealing in petroleum and its products.)
		VII. Wholesaling manufacturers.

WHOLESALE ESTABLISHMENTS CLASSIFIED, BY TYPE OF OPERATION

1933	equivalent	1929
V. Assemblers and country buyers		VIII. Assemblers and country buyers
1. Assemblers of farm products.		1. Assemblers
		2. Country buyers on salary or commission
		3. Packers and shippers
2. Cooperative marketing associations		4. Cooperative marketing associations.
		5. Cooperative sales agencies (VII in 1929)
3. Cream stations		6. Cream stations 1/
		7. Milk stations
4. Elevators		8. Elevators (independent)
		9. Elevators (line)
VI. Agents and brokers		IX. Agents and brokers
1. Brokers		1. Brokers
2. Commission merchants, including factors		2. Commission merchants, including factors.
3. Export agents		3. Export agents
		a. Export agents and brokers.
		b. Export commission houses
4. Import agents		4. Import agents
		a. Import commission merchants
		b. Import manufacturers' agents
		c. Import selling agents.
5. Manufacturers' agents		5. Manufacturers' agents
6. Selling agents		6. Selling agents
7. Other agents		7. Auction companies
		8. Purchasing agents
		9. Resident buyers.

1/ Incomplete coverage in 1929.

DEFINITIONS OF TYPES OF WHOLESALE ESTABLISHMENTS

The concepts contained in the definitions of wholesale types set forth below are those used by the census in classifying the schedules. Every attempt has been made to adhere as closely as possible to the definitions used in the 1929 Census of Distribution and to common usage among authorities in the field of marketing.

I. WHOLESALERS PROPER.--In the functional type group known as "wholesalers proper" are included all wholesale establishments engaged in the buying and selling of goods on their own account, and which are largely independent in ownership. It embraces wholesale merchants, exporters, importers, and limited function wholesalers. The term "wholesalers proper" is not to be confused with the term "wholesale merchants" which is used in a much narrower sense, as indicated below, although in some trades they may be synonymous since there may not be in such trades any exporters, importers, or limited function wholesalers.

(a) Wholesale Merchants.--These middlemen are usually known as wholesalers, but the term is used here in a more restricted sense, to cover only full-function wholesalers performing their functions primarily in the domestic market. They are merchant middlemen who sell goods principally to other middlemen or to industrial consumers. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities, extend credit to customers, and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization. Although they sell primarily to retailers, substantial quantities of merchandise are also sold by them to industrial consumers such as restaurants, hotels, public institutions, public utilities, manufacturers, mining companies, oil well companies, and to other wholesalers. In fact, some of the wholesale merchants specialize in the sale of goods to industrial consumers when they are often designated as supply and machinery distributors, industrial distributors, or mill supply houses. A clue to the number of wholesale merchants specializing in the sale of industrial goods may be gleaned from the kind-of-business classifications.

The term "wholesale merchants" is used synonymously with that of "jobbers", since it was impossible to distinguish between the two on the basis of reports submitted. Furthermore, in practically all lines of trade the two terms are used interchangeably, with preference being given to the more descriptive term "wholesaler" or "wholesale merchant".

Under "wholesale merchants" are also included "semi-jobbers" and "converters". Semi-jobbers are wholesale merchants who combine wholesaling and retailing in a single establishment with the major emphasis on wholesaling. Converters are wholesale middlemen found chiefly in the textile and paper trades. In addition to performing the usual functions of wholesale merchants, converters also perform or have performed for them, some of the functions of manufacturing in its final stages. In the case of textiles this involves finishing, dyeing, printing, etc., while in the case of paper it may require cutting, ruling, and otherwise converting the paper into finished products in tablet or other form as required by the trade. The manufacturing functions are so insignificant in the case of converters included in the wholesale census, as compared with all of the other functions they perform, that they are properly regarded as wholesale middlemen.

(b) Exporters.--Exporters are wholesale merchants selling in the foreign rather than in the domestic market. Their sales may be largely to wholesale merchants abroad or to industrial consumers, rather than to retailers, as is the case with wholesale merchants engaged in domestic trade.

(c) Importers.--Importers in the wholesale field are to be largely identified with wholesale merchants as far as functions are concerned. The chief distinction lies in the source of purchases which, for importers, is in the foreign field. Furthermore, sales by importers may be made largely to wholesalers or to industrial consumers rather than direct to retailers.

(d) Limited Function Wholesalers.--This term covers wholesalers operating in the domestic market who take title to the goods but render a limited number of wholesale functions or perform such functions in a modified manner. In this group are included cash-and-carry wholesalers, drop shippers, mail order wholesalers, wagon distributors, and distributing warehouses.

1. Cash-and-carry wholesalers buy and sell merchandise in their own name, carry stock in storage, usually assemble in large quantities, and sell in smaller amounts to retail and other dealers who call for the goods at their places of business and pay cash for them. They are to be distinguished from wholesale merchants by the fact that they usually carry a reduced line of products, mostly staples and fast-moving items, and do not generally extend credit to their customers, nor do they make free deliveries. As a rule, they employ no outside salesmen, hence they reduce the wholesale merchant's emphasis upon the selling function and at the same time cut down upon the amount of market information which the full-function wholesaler makes available for his customers. Frequently, such establishments are operated as branches of "service" wholesalers in order to meet competition from chains, cooperatives, and other cash-and-carry jobbers. For purposes of the census, only establishments that sell primarily on a cash-and-carry basis are regarded as cash-and-carry wholesalers.

2. Drop-shippers or desk jobbers are distinguished primarily by the fact that they do not perform the function of warehousing or storage, since they do not handle the goods; neither do they perform the delivery function, for all orders solicited from retailers and others are shipped directly from the manufacturers to the drop shippers' customers. While drop shippers buy and sell in their own names, assume some risk, and may extend credit, they are to be sharply distinguished from full-function wholesalers who actually handle the goods and make deliveries from stock. Under this classification are listed only those wholesale merchants who do all or the bulk of their business on a drop-shipment basis.

3. Mail order or catalogue wholesalers sell all or the bulk of their goods by mail. Otherwise such establishments operate in every way as service wholesalers, extending credit, making deliveries, etc. Some of them employ "good will" traveling men who tend to become active in the solicitation of orders. Only a few such concerns were canvassed in the United States in the 1933 census.

4. Wagon distributors or Wagon Jobbers perform the wholesale functions of buying, selling, warehousing or storage, and delivery or transportation. Occasionally they extend credit to their customers. Their chief distinction from ordinary or service wholesalers lies in the following points:

(1) They combine the functions of salesmen with those of deliverymen. In other words, no separate sales force is employed, the work of selling and delivery being carried out by salesmen-drivers.

(2) They normally carry a limited assortment of merchandise, consisting of nationally advertised specialties and fast moving items of a perishable nature.

(3) Normally they sell for cash and in original packages.

In some lines of trade manufacturers have in recent years established their own wagon distribution systems. In this census are covered under the term "wagon distributors" only bona-fide wholesalers operating in the manner described above, excluding systems of wagon distribution used by manufacturers, particularly when the wagons or trucks operated directly from the plant.

5. Warehouse (distribution.)--Under this term have been included only those relatively few warehouse companies which buy and sell goods on their own account and thus engage in merchandising in addition to the storage service rendered to depositors of merchandise.

II. BULK TANK STATIONS.--In this classification are included wholesale places of business engaged in the distribution of gasoline, oil, and other petroleum products. While the term covers some district and general sales offices dealing in petroleum and its products, it comprises for the most part, what is known as bulk plants, bulk stations, or bulk tank stations. Out of these stations, tank wagons operated by salesmen-drivers cover the service or gasoline filling stations, both company-owned and independent. In the first instance bulk tank stations resemble chain store warehouses, while in the second case they act as wholesalers proper. Frequently, bulk stations do business on both bases. In fact, some of the largest oil companies sell most of their products through their bulk tank stations to independent retailers. They also supply in this manner independent wholesalers and large consumers. Most bulk stations are owned and operated by producing companies, although some of them are owned and operated by wholesale marketers of petroleum products who are not engaged in refining. Most bulk tank stations are operated as chains, i.e., in multiple unit establishments. All of them actually handle the merchandise; consequently, brokers and agents who do not handle the goods are excluded from this classification.

III. CHAIN STORE WAREHOUSES are establishments maintained by retail chains as distributing stations used to supply their stores with merchandise. In some respects they are similar in operations to establishments of wholesale merchants and are, in reality, more than mere warehouses. They maintain stocks, break bulk, and deliver and bill the merchandise to the retail outlets. Furthermore, the activities of these warehouses may include accounting and general supervision, and chain systems often maintain branch executive offices at these warehouses, which are charged with the superintendenc of the retail outlets within their respective districts. Wholesale commissaries are included under this heading because they are essentially centralized warehousing establishments supplying company stores of manufacturing, mining, or other producing companies which cater to employees of such concerns. Prepared-food depots and other wholesale distributing establishments operated in connection with bakeries and restaurants fall in the same general category.

IV. MANUFACTURERS' SALES BRANCHES.--These branches represent wholesale outlets owned and operated by manufacturers, largely or entirely for the distribution of their own products. They do not include places of business operated by incorporated companies which are not engaged primarily in the manufacture of goods. All such companies have been treated as entities for census purposes. Consequently, sales corporations of manufacturers have been classified as wholesalers rather than manufacturers' sales branches.

Some of the manufacturers' sales branches carry regular stocks of merchandise and operate very much like wholesale merchants, while a number of such branches are mere sales offices and carry no stock whatever or only for display and sample purposes. In this census, data are shown separately for the two types of manufacturers' sales branches, inasmuch as the characteristics of each type are quite distinct. In both types the emphasis is largely upon the selling function. The buying problem is minimized by the fact that they act as outlets for goods turned over to them by the parent organization. For the 1933 census district sales offices maintained by manufacturers have been treated as manufacturers' sales branches, while data for general sales offices have been largely excluded.

V. ASSEMBLERS AND COUNTRY BUYERS.--Establishments covered by this term engage primarily in the purchase or sale of farm products at local producing points or in the cities of producing regions. The emphasis is on the buying side, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale in quantities large enough for economical shipment and handling. Most of them operate in what may be termed the local growers' markets, and include firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. The chief distinction between some of these different types, as indicated by their names, rests upon the commodities involved, rather than functional performance.

(a) Assemblers of Farm Products cover independent buyers, country buyers on salary or commission, and packers and shippers. Independent buyers of agricultural commodities, as a rule forward or consign the goods purchased to wholesale receivers or distributors in another and usually a larger market or to manufacturers or processors. Some of the larger handlers of agricultural commodities also maintain assembling and packing plants at points of concentration in producing regions. In addition to the products handled by such assemblers, large quantities of agricultural commodities are purchased by local retail storekeepers or others primarily engaged in some other business. Country buyers on salary or commission, other than those covered by cream stations or elevators, include only those persons and firms engaged in the buying of agricultural products as agents for others with established places of business. Packers and shippers engaged primarily in the assembly of fruits and vegetables and in sea foods. Under this term are included establishments maintained especially for the purpose of packing, shipping, and distributing agricultural products but it does not include the packing and shipping operations by farmers or other producers directly from their farms or orchards.

(b) Cooperative Marketing Associations.--These associations are formed largely by producers of farm products for the purpose of disposing of their goods at the most advantageous prices for the mutual benefit of the members. In addition to the actual selling of the products, they often grade, pack, store, finance, and in some cases advertise the commodities they handle. Such associations may also buy for the members various supplies, such as feed, seed, fertilizer, and coal. In the 1933 census this designation covers cooperative marketing associations, whether local, sectional, or national, as well as central marketing associations set up as sales agencies by cooperatives. Cooperative cream and milk stations, as well as cooperative elevators, are not included in the figures for cooperative marketing associations, but are covered instead under their respective designations.

(c) Cream Stations.--This term applies to collecting stations or depots located in fluid milk-producing regions. They may be maintained by city milk distributors, by creamery companies, by cooperative milk associations, or by independent firms. Some of the cream station operators devote their full time to the purchase and shipping of milk or cream. In other cases they also purchase eggs, poultry, and other farm products. However, the majority of cream stations are operated in conjunction with some other business, which may be a retail store, an elevator, or a general country buying business. Under these latter conditions cream stations were not counted as separate establishments.

(d) Elevators.--The term "elevator", as used in the census, refers to those elevators that purchase and handle grain, either on their own account (independent), or for their

principals (line). It also includes elevators maintained by cooperative marketing associations. Storage elevators, both public and private, and grain warehouses were not included in the Wholesale Census, but are covered instead in the service division of the Census of American Business.

Independent elevators are, as a rule, locally owned and, in the majority of cases, are operated as single units. Line elevators, on the other hand, consist of a group or chain of elevators operated by a firm of grain dealers or by a mill or milling company. Strictly speaking, the use of the term "line elevator" should be confined to those elevators whose operations are directed from a central office. Cooperative elevators may be either independent or line, since some farmers' cooperative elevator associations operate a number of elevators. In addition to purchasing, handling, storage, and shipping of grain, elevators in some sections of the country transact a greater or less amount of retail business. In fact, in some of the older grain States the retail sales of some elevators exceeded, in 1933, the total dollar volume of grain handled. Unless the value of the grain handled equalled at least 50 per cent of the total sales reported, such elevators were considered as retail establishments. As a side line many of the elevators may also handle such items as coal, feed, or fertilizer for sale to farmers in the near-by communities.

VI. AGENTS AND BROKERS.--In this group of wholesale establishments are included functional middlemen who specialize in the performance of buying or selling functions, either in domestic or foreign trade and who do not take title to the goods involved. Their chief additional function is in furnishing market information. For these services they receive compensation in the form of fees or commissions.

(a) Brokers are wholesale middlemen whose function it is to negotiate transactions between buyers and sellers without having direct physical control of the goods. They act as agents for their principals who are usually wholesalers or producers, although sometimes they represent retailers as well. Brokers may represent either buyers or sellers in a given transaction, or both, doing business in the name of their principals. They do not take title to the goods to which their negotiations apply, nor do they finance their clients. Their power as to prices and terms of sale is usually limited by their principals. When the emphasis is placed on the purchase of goods, such brokers are frequently designated as buying brokers.

Brokers are not bound to any set of clients but operate freely in the wholesale field. Their relations with any one client are not continuous as they are in the case of selling agents or manufacturers' agents. The remuneration of brokers is in the form of a commission or fee, based upon the value of the goods or upon the physical quantity of merchandise involved in the transaction. In addition to performing the functions of buying or selling, their chief function consists in advising their clients as to market conditions; for knowledge of such conditions, of sources of supply, and of outlets is their main stock in trade. Normally brokers do not handle the invoices and have nothing whatever to do with the amounts invoiced. In the grocery trade it is difficult to distinguish between brokers, selling agents, and manufacturers' agents, the three terms frequently being used in a synonymous manner.

(b) Commission merchants are functional middlemen transacting business in their own name, and who have direct physical control over the goods consigned to them, on a commission basis. As commission merchants they do not take title to the goods they sell for

clients. In some few lines of trade, commission merchants, or commission houses, act purely as shippers' agents, but in most lines of business they combine some merchant business with commission dealing. When acting in the capacity of agents for their principals, it is the practice of commission merchants, when the goods require it, to prepare them for the market, to sell them at the best possible prices, and to remit the proceeds after deducting commissions and other charges. In this capacity commission merchants always represent sellers. When the emphasis is placed, however, on outright purchasing, so-called commission merchants become in reality wholesale merchants and are so classified for the purpose of the census.

In this classification are also included factors which specialize in the raw-cotton and textile trades and in the distribution of naval stores, since their operations are similar to commission merchants. In the textile trade factors are generally commercial bankers who specialize in financing the mills, a function which they originally combined with that of selling. This is very unusual at the present time, consequently for purposes of the census the term "factor" is applied only to operators in the raw-cotton trade, and to those other factors who actually engage in the distribution of goods, since purely financial or service establishments are not covered in the Census of American Business. Factors operating in the raw-cotton trade are located in central markets and receive the cotton on consignment from producing areas. Their work consists, first, in advancing funds to the shipper, who may be a grower but who is usually a country buyer or cotton merchant;second, in warehousing or storing the goods; third, in grading; and, finally, in selling the goods. Factors receive commissions for their services.

(c) Export Agents include export commission houses and all agents and brokers who specialize in the sale of goods to foreign countries. Some of these agencies may represent foreign clients for whom they purchase goods in the United States while others represent American exporters.

(d) Import Agents include commission merchants, manufacturers' agents, and selling agents who represent foreign sellers in the American market. Normally a single agent represents a number of clients whose individual operations are too small to justify separate organizations for importing purposes. They also attend to customs formalities and receive their compensation in the form of commissions.

(e) Manufacturers' Agents are functional middlemen who sell part of the output of certain manufacturers on an extended contractual basis. They are limited with respect to territory of operation and as to prices and terms of sale. Their principal duty is to sell goods in accordance with the desire of their clients, although they may also warehouse some of the merchandise. As used in this census, manufacturers' agents usually represent two or more producers whose goods are non-competitive but supplementary in nature. Such agents are to be distinguished from salesmen in that they are in business for themselves.

(f) Selling Agents are independent business enterprises operating on a commission basis, whose principal function is to sell the entire output of a given line of goods for one or more manufacturers with whom they maintain continuous contractual relationships. Selling agents differ from manufacturers' agents in the following respects: (1) They normally handle the entire output of their clients;($2) they may sell everywhere while manufacturers' agents are limited in their territory of operation; (3) they have full authority with regard to prices, terms, etc., while the authority of manufacturers' agents is limited in this regard; and (4) they frequently finance their clients and offer assistance in con-

nection with their advertising and other sales promotion activites.

(g) Other Agents.--Under this classification are included auction companies, purchasing agents, and resident buyers. Auction companies are concerns that sell by the auction method at wholesale. Sales are conducted under definite rules and are usually made to the highest or best bidder. Such concerns do not take title to the goods but handle them for clients on a commission or fee basis. They provide a place for the public inspection and sale of merchandise consigned to them or to auction receivers and may, on their own responsibility, extend credit to purchasers.

Purchasing agents and resident buyers are terms used to identify syndicate buyers. They are independent organizations, as a rule, who buy merchandise for their clients and also supply them with market information. Occasionally such organizations are maintained cooperatively by a number of wholesalers or retailers for whom they perform the buying function. Purchasing agents as used in the census comprise independent middlemen and are to be distinguished from so-called purchasing agents employed in manufacturing plants who are not in business for themselves but merely work for a single employer.

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CHAPTER III

GENERAL EXPLANATIONS

EXPLANATION OF TERMS

ESTABLISHMENTS.--This term covers all wholesale establishments canvassed in 1934 that were in existence during the year 1933, even though they operated but a portion of the year for which the data were collected. It comprises places of business rather than companies or firms, and does not include establishments that came into being after the census year or those which discontinued operations prior to the actual canvass. This term was used in the same sense in connection with the 1930 census during which time wholesale establishments were canvassed that were in existence during all or part of the year 1929.

PROPRIETORS AND FIRM MEMBERS.--Under this heading are included owners and part-owners of wholesale business enterprises of the single proprietorship or partnership type, provided such owners and part-owners were actively engaged in the operation of the business. In listing proprietors and firm members no attention was given to the method or amount of remuneration, since their compensation has been entirely omitted from the statistics on salaries and wages in wholesale trade.

EMPLOYEES.--Under this designation are included all paid employees, among them being corporation officers, other executives, salesmen, and all office, warehouse, delivery, and other employees. Proprietors and firm members are not included under number of employees, regardless of the manner in which they received their compensation, whether in drawing accounts or in the form of net profits, nor are members of families of proprietors included unless they functioned on a salary basis in 1933. In arriving at the average number of employees, the number reported for the 15th of each month during the year 1933 was added and the sum divided by 12.

FULL-TIME EMPLOYEES.--This includes all paid employees working a full day during the whole or the greater part of the pay roll period including the fifteenth of the month. Since information on employment was requested for each month, employees described above are regarded as full-time employees, regardless of the fact that the establishment operated only part of the year because it was brought into existence sometime during 1933 or because it operated on a strictly seasonal basis.

PART-TIME EMPLOYEES.--This term is meant to cover employees hired on a part-time basis, involving either part of a day or part of a pay roll period. No employee has been included in this classification if he worked a full day over a period of time more than three days per week.

EMPLOYMENT BY SEX.--The distribution of paid employees by sex was reported for all employees, full-time and part-time combined, as of December 30, 1933. In arriving at the estimated average number of males and females (Table 6), the sex ratio of employees as of December 30 was applied to the average number of employees for the entire year.

MONTHLY EMPLOYMENT.--Employment is the only item in the wholesale trade statistics which is presented on a monthly basis. It may be taken to indicate the extent of seasonal change in wholesale activity which is quite marked in certain lines of trade. The number of full-time and part-time employees is shown separately on the pay roll nearest the 15th of each month.

PAY ROLL.--The total pay roll figure covers the total compensation--salaries, wages, commissions, bonuses, etc.--paid to salaried corporation officers, other executives, salesmen, other salaried employees and wage earners. The income derived by proprietors and firm members is not included in this figure. The term pay roll is synonymous with salaries and wages used in the 1929 Census of Distribution and includes the compensation of part-time as well as full-time employees. In addition, part-time pay roll is shown separately although it has already been included under the total.

Full-time pay roll, which can be obtained by deducting part-time pay roll from total pay roll, may be used to arrive at average annual earnings of full-time employees. In following this procedure, however, account must be taken of certain qualifying considerations. Full-time pay roll represents the aggregate of salaries, commissions, and other types of compensation paid to full-time employees in the course of 1933. The average number of full-time employees on the other hand is merely the average of the total number of names entered on twelve pay rolls (each covering a single week, half-month or month) as persons engaged on a full-time basis as described above. One of the factors is thus a true aggregate while the other may or may not represent a true monthly average of full man-months of employment. It must also be remembered that there is some variation on the part of respondents in differentiating between full-time and part-time employees, and on account of differences in the length of employemnt of full-time employees (varying from a little better than 3 days per week over a period of time to full-time employment, every day over a period of time) pay roll should not be used to compute the average wages per employee.

TOTAL EXPENSES.--This item includes all expenses paid by the reporting wholesale establishments during 1933. It covers total pay roll, as defined above, and all other expenses incurred in the operation of the business, such as traveling and other expenses of salesmen, rent paid for the premises, interest, advertising expense, credit and collection expense including losses from bad debts, insurance, certain taxes, light, heat, power, postage, etc. Neither capital investment (land, buildings, fixtures, and the like) nor the cost of goods sold are included under this or any other item covered in the census reports.

NET SALES.--The term net sales is used in the Census in a broad way so as to include total net receipts whether those receipts are from the sale of merchandise, services, or in the form of receipts from rentals or from other sources. Net sales are derived by deducting from gross sales the value of goods returned by, or allowances made to, customers.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incident or non-existent inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales is used to include the purchases made by country buyers of farm products and by other buying agents as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients on the selling or buying end of the business. However, no transaction has been counted more once, that is, either the purchasing end was considered or the selling end.

In the case of agents and brokers operating on a commission basis it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees were either reported by the agents and brokers concerned or were obtained through a computation of such rates and commissions reported by other agents and brokers for the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received

and do not have actual figures covering their operations in behalf of clients for whom they either buy or sell goods.

STOCKS ON HAND.--The schedule used by the Wholesale Census required that each establishment report the value of merchandise on hand for sale December 31, 1933, or nearest inventory date, on a cost or replacement basis. This inventory figure can not be used to compute the rate of stock turnover without first making essential adjustments. To compute the rate of stock turnover properly, it is necessary, first, to have a true average inventory or an inventory carried normally throughout the year and, second, to reduce the sales and inventory figures to the same basis, namely, to take both of them either at cost or at selling prices. Neither of these conditions obtains in the census figures. The inventory is taken in most cases as of December 31, which may or may not be representative of the average stocks carried during the year in any given line of business. Furthermore, stocks on hand are given approximately at cost prices while net sales are shown at selling prices. To reduce the net sales to a cost basis it would be necessary to know the gross margin or mark-up on the merchandise; this is not available in the census figures since no question was asked to secure data on net profits which are necessarily a part of the gross margin.

CREDIT SALES.--Each establishment was requested to report under this item in the schedule, that part of its total business which was done on a credit basis; i.e., sales made on weekly terms, on a 10-day basis, 30-day basis, end-of-month terms, sales on the installment plan, or on any other basis that does not involve the immediate payment of cash upon receipt of goods. C.O.D. sales, including all transactions which involve a sight-draft attached bill of lading, and sales on relief orders were classed, for purposes of this census, as cash sales. The term presumably covers, except as noted, all sales made on any basis other than strictly cash.

SALES TO RETAILERS.--Every reporting establishment was requested to report the actual amount of goods sold to retailers for resale. This term presumably excludes purchases made by retailers of such items as machinery, equipment or supplies which are not bought for resale but merely for use in the conduct of the business.

SALES TO CONSUMERS (at retail). --This represents sales made to ultimate or home consumers who bought the goods for personal use or for household consumption. While such sales are normally made by retail stores, a certain amount of goods is sold to consumers also by wholesalers who may be engaged in both wholesale and retail business (see definition of Wholesale Merchants in Chapter II) or who may sell a relatively small amount of their goods to ultimate consumers on a retail basis merely as an accommodation.

SALES TO INDUSTRIAL CONSUMERS.--These are sales made by wholesale establishments to manufacturers, oil well companies, mine operators, railrods, public utilities, and institutions. In it may also be included sales made to farmers when they bought goods from regular wholesale establishments for farming purposes and not for their personal use. Such sales consist largely of machinery, equipment, supplies, and raw materials not intended for resale in the same form.

SALES TO WHOLESALE ORGANIZATIONS.--Wholesale establishments were required to report the distribution of their business volume by outlets, that is, to indicate how much they sold to retailers, to industrial users, and to consumers (at retail). Most of the respondents reported on this item, as shown in Table 5. When the total sales of an establishment exceeded the amount reported by the above listed types of outlets it was presumed that the

difference was due to sales made by the establishment to other wholesale organizations. This presumption was checked through correspondence with many reporting firms and found to be correct. Thus, the data under this item show the amount of duplication in wholesale trade, i.e., the extent to which goods are sold by one wholesale establishment to another, involving two or more wholesaling transactions relating to identical products.

NEW WHOLESALE ESTABLISHMENTS.--This term refers to wholesale establishments which have come into existence in the wholesale field since 1929, but prior to 1934. For a complete explanation of the term and its significance, as well as for a complete analysis of the business done by such establishments, see report on "New and Old Wholesale Establishments".

EXPLANATION OF TABLES

The first seven tables in the United States Summary, other than those contained in Chapter IV, are similar in contents and numbering with the tables in the individual State reports. To this there are two exceptions. Table 2-A in the State reports shows the number of establishments by kind of business, in detail, for as many types as possible, while Table 2-A in the United States Summary presents, in addition to the number of establishments by kind of business, in detail, also essential information for all types of wholesale establishments conbined. Table 5-A "sales made by retailers to other retailers" is not given in the State reports.

The United States Summary contains two additional tables (Tables 8 and 9) for which there are no counterparts in the State reports. Table 8 presents data on new wholesale establishments which started operations subsequent to 1929. While information on these establishments is not given in the State reports, a special study on "New and Old Wholesale Establishments" published separately by the Bureau of the Census contains such statistics not only for the United States as a whole but also for each of eight States that are thought to be representative of large and small States and of different sections of the country. Finally, Table 9 gives information on wholesale trade by counties. All text tables have been given Roman numerals to distinguish them from the comparable State and United States Summary tables.

TABLE 1, SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT.--This table presents a summary of wholesale trade by functional types of wholesale establishments. For cities of 100,000 or more inhabitants, with the exception of a limited number of selected cities1/, these data are shown only for four major type groups. For a limited number of large cities representative of different sections of the United States, for each of the States, and for the United States these data are shown for each of six type groups, some of which have been further subdivided so that information can be given for each of 19 distinct types of whole-

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1/ The 21 selected cities arranged according to their 1930 population are as follows: New York, N.Y.; Chicago, Ill.; Philadelphia, Pa.; Detroit, Mich.; Los Angeles, Calif.; Cleveland, Ohio; St. Louis, Mo.; Baltimore, Md.; Boston, Mass.; Pittsburgh, Pa.; San Francisco, Calif.; Milwaukee, Wisc.; Buffalo, New York; Minneapolis and St. Paul (combined), Minn.; New Orleans, La.; Cincinnati, Ohio; Kansas City, Mo.; Seattle, Wash.; Denver, Colo.; Atlanta, Ga.; Dallas, Texas.

sale establishments. Data are shown in this table on the number of establishments, both for 1933 and 1929; net sales, for 1933 and 1929; total expenses, expressed in amounts and as a percent of net sales, the latter for 1933 and 1929; the average number of full-time employees; total pay roll expressed in amounts and as a percent of net sales; part-time pay roll; and stocks on hand at the end of the year.

TABLE 2A, NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS.—As indicated in the preceding chapter, each wholesale establishment was classified not only according to functional type but also by kind of business as determined by the chief line or lines of merchandise in which it dealt. In this table which is presented for each of the States and for selected cities is shown merely the number of wholesale establishments by kind of business, in detail, for each of 19 functional types. This table may be regarded as a supplement to Table 2B; it indicates at least the number of establishments under given functional types for those kinds of business for which detailed information can not be shown in Table 2B without disclosing individual operations.

For the United States Summary, Table 2A is used to show the same information by kind-of-business in detail, as is given in Table 2B. Such information is presented in Table 2A for all types of establishments combined, whereas in Table 2B the data are shown separately for as many of 19 types of establishments as is possible without disclosing individual operations. Consequently, totals for any kind of business, regardless of type of operation involved, can be secured only from Table 2A.

TABLE 2B, WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS.—In this table are presented the most essential statistics of the wholesale division of the census. For this reason these data are shown for as many separate communities as possible, the detail being increased with the size of the community. The table is presented for cities of 5,000 to 20,000 population in one line totals; for cities of 20,000 to 50,000 inhabitants by five kind-of-business groups, for wholesalers proper and all other types combined; for cities of 50,000 inhabitants and over by 25 kind-of-business groups for each of four major functional types; and for a limited number of selected cities, for States, and for the United States by kind of business, in detail, for as many of the 19 functional types as can be presented without disclosing information concerning individual establishments.

The data shown in Table 2B include the number of establishments; net sales; total expenses, expressed in amounts and as a percent of net sales; average number of full-time employees; pay roll, total and part-time; and stocks on hand.

TABLE 3, RECEIPTS FROM SALES OF MERCHANDISE AND SERVICES, BY KIND OF BUSINESS.—In addition to dealing in merchandise, many wholesale establishments derive a certain amount of income from the sale of services and from other sources which are usually incidental to their principal activity. In a few exceptional cases receipts from services constitute the principal business of the wholesale establishment. This is true, for example, of motion picture film exchanges whose main income is from the rental of films rather than the sale of goods. The data in Table 3 measure quantitatively the volume of business secured through the sale of goods and that obtained from other sources. This table is presented only for States and for the United States by 25 kind-of-business groups, for all types of establishments combined.

Table 3 shows the number of establishments in a given kind-of-business group; total net sales, a term used throughout as interchangeable with receipts; total expenses, expressed

in amounts and as a percent of net sales; and receipts. The last item is broken down according to sources into sales of merchandise; receipts from parking, storage, cleaning, etc.; receipts from space rentals; and receipts from other sources. The "other sources" consist, for the most part, of receipts from film rentals and from rental of machinery.

TABLE 4, CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS.--The extent to which wholesale establishments engaged in selling on a credit basis is shown in Table 4. This information is presented only for States and for the United States. For States, credit data are shown by 25 kind-of-business groups, separately for wholesalers proper and for all other types combined. For the United States as a whole these data are presented by 25 kind-of-busness groups, for each of 19 functional types. The statistics contained in this table indicate the degree to which wholesale establishments perform the functions of financing business by extending credit to retailers, industrial consumers, and to other wholesale organizations to which they sell.

Since some of the wholesale establishments did not operate on a credit basis and others failed to reort on this item, data on credit sales are presented in Table 4 only for those establishments for which the credit information was available. The table shows the number of establishments reporting credit and the percent which that number constituted of the total for the kind of business under consideration. The same procedure is followed in connection with net sales. In the columns that follow, credit sales are given in amounts and as a percent of sales of establishments reporting credit sales as well as a percent of sales of all establishments in a given group. The table also shows total expenses incurred by establishments operating on a credit basis. These expenses are given in amounts and as a percent of sales so that comparison may be made between the costs of doing business of establishments selling on credit with the costs incurred by those establishments which presumably do not operate on a credit basis, if it can be assumed that all or most of the establishments not reporting credit sales sold for cash.

TABLE 5, DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT.--A common conception is that wholesalers sell only to retailers and that wholesalers are the only type of organization operating in the wholesale field. That this is far from the truth is indicated by the figures shown in Table 5. The statistics therein contained are presented only for States and for the United States. For each of the States the data are shown by 25 kind-of-business groups, separately for wholesalers proper and for all other types combined. For the United States as a whole the data are presented by 25 kind-of-business groups, for each of the 19 functional types. The table shows that wholesale establishments sell to retailers, to industrial consumers, to ultimate or home consumers, and to other wholesale organizations. Naturally, there is considerable variation in the extent to which different types of wholesale establishments make use of these outlets and the degree to which they are used in the different kinds of business.

Here, too, not all of the establishments reported the distribution of their sales, partly because of inadequate records at the time the census was taken. The table shows for each type and kind-of-business group the number of establishments, net sales, and total expenses of all establishments, and then presents statistics for those establishments which reported a distribution of sales by outlets. For these establishments it shows the number and the percent which such number consituttes of the total for the group under consideration. Similar treatment is given to the net sales of establishments which reported their sales by type of customers. This is followed by total expenses for such establishments, expressed both in amounts and as a percent of sales. Total sales are then distributed into

the following groups: sales to retailers (for resale); sales to home consumers (at retail); sales to industrial users, including institutions; and sales to other wholesale organizations. From these data it should be possible, among other things, to determine the amount of duplication in the total wholesale sales figures, due to the fact that some wholesale establishments sell to other wholesale organizations.

TABLE 6, MONTHLY EMPLOYMENT, BY KIND OF BUSINESS.--The significance of wholesale trade as a source of employment is indicated in Table 6. In this table the number of proprietors and firm members and the number of paid employees, divided into male and female and into full-time and part-time, are shown for each of the 25 major kind-of-business groups. The estimate by sex is based on the sex distribution reported for the total number of employees as of about December 30, 1933; the percent of women shown separately relates to the same date. The table also presents the number of full-time and part-time employees as of about the 15th of each month for each kind-of-business group, and a monthly index of employment for wholesale trade as a whole. This information is presented for the United States, for each of the States, and for cities of 500,000 population and over.

TABLE 7, WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS.--Two types of wholesale establishments, namely, wholesale merchants (including importers) and manufacturers' sales branches with stocks, have been classified by size according to their net sales. Data by size are shown only for States and for the United States. For each of the States information is presented by 25 kind-of-business groups on the number of establishments, the annual average number of full-time employees, and total expenses expressed as a percent of net sales, for each of the following 7 size groups:

Group number	Net Sales
I	Under $10,000
II	$10,000 to $49,999
III	$50,000 to $99,999
IV	$100,000 to $199,999
V	$200,000 to $499,999
VI	$500,000 to $999,999
VII	$1,000,000 and over

For the United States as a whole additional information is given on the amount of net sales and of expenses. Moreover, for wholesale merchants data are given by kind of business in detail rather than by 25 groups, and the number of size groups has been increased from 7 to 11 as follows:

Group number	Net Sales
I	Under $10,000
II	$10,000 to $49,999
III	$50,000 to $99,999
IV	$100,000 to $199,999
V	$200,000 to $299,999
VI	$300,000 to $499,999
VII	$500,000 to $999,999
VIII	$1,000,000 to $,999,999
IX	$2,000,000 to $4,999,999
X	$5,000,000 to $9,999,999
XI	$10,000,000 and over

Table 7 permits a comparison by lines of trade of wholesale merchants (including importers) with manufacturers' sales branches with stocks, two types of wholesale operations which, for the most part, compete in the same market, warehouse goods, and make deliveries from stocks. Comparison is also possible of small and large-sized establishments in a given trade as to operating costs. It shows to what extent each size group furnishes employment in wholesale trade. It further indicates the differences existing between trade groups and between wholesale merchants and manufacturers' sales branches with stocks as to average size of establishment, as to distribution of establishments by size, and as to operating costs.

TABLE 8, SUMMARY OF WHOLESALE ESTABLISHMENTS WHICH BEGAN OPERATIONS 1929-1933.--The number of new establishments and their net sales are shown in this table. New wholesale establishments are those which have come into existence after 1929 but prior to 1934 and were still in operation when the census was taken during the early months of 1934. The data are shown in totals for each of the five type groups regardless of the kinds of business involved and for each of 27 kind-of-business groups irrespective of the types of establishments operating therein. The two items of information, namely, number of establishments and net sales, are also presented separately for those establishments which began operations after 1929 but prior to 1933 and for those which have come into being in 1933 during each of the first two quarters of the year and during each month thereafter. A more complete analysis of the business of new wholesale establishments may be found in a separate publication of the Bureau of the Census entitled "New and Old Wholesale Establishments".

TABLE 9, WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES.--This is the only table in which wholesale statistics are shown by counties. For each county, listed alphabetically under the proper State, the number of establishments is shown for 1933 and for 1929, followed by net sales for each of the same two years. Other information given for each county pertains only to 1933 and consists of the average number of full-time employees; pay roll for all employees and for part-time employees; and stocks on hand at the end of the year. On the basis of this information it should be possible to ascertain changes in the relative importance of the various counties as geographic wholesale trade units. The data on a county basis are also valuable for sales planning and quota setting purposes, for the determination of market potentialities, and for economic and social uses where the county constitutes the unit of operation or control.

CHAPTER IV

GENERAL ANALYSIS OF WHOLESALE TRADE STATISTICS

Unlike most surveys and sample studies in the field of wholesaling, the census data for 1933, as well as those for 1929, have the advantage in that they represent complete coverage and are of a much wider scope. Survey statistics are ordinarily confined to a limited part of the universe studied, whereas census data cover the entire universe, the results of which make possible a correction of the current data so that the latter may be made more useful. Moreover, in a survey or sample study relatively few items are generally covered. In the Wholesale Census, on the other hand, are included statistics not only on the number of establishments and sales but also on many other phases of wholesaling, as will be analyzed briefly in the following pages. The statistics derived from the census are basic and fundamental; consequently, timeliness is not as important a factor as it is in current data. In this Chapter an attempt will be made, first, to discuss and analyze quantitatively the wholesale distribution process as a whole and, second, to analyze somewhat a few specific phases of the subject.

GENERAL SUMMARY OF WHOLESALE TRADE.--The Census of Wholesale Distribution, taken as part of the Census of American Business in the early months of 1934, covers operations for the year 1933 and is based upon schedules submitted for 164,170 establishments operating on a wholesale basis, as defined in Chapter I. These establishments reported a volume of business during the year, hereinafter generally referred to as net sales, amounting to $32,151,373,000. Of this amount, sales to home consumers at retail totaled $585,945,000, which must be subtracted from the amount stated above; to this must then be added the sales made by retailers on a wholesale basis, or $461,659,000, so that the total volume of wholesale trade passing through merchandising establishments of all types, operating in all kinds of business, amounted to $32,027,087,000.

Practically all of the business reported by wholesale establishments was secured from the sale of merchandise, the remainder of the volume being obtained through the sale of services which consisted of receipts from parking, storage, space rental, rental of machinery, rental of motion picture films, and from other sources of a miscellaneous character. Receipts from the sale of merchandise accounted for $31,884,432,000 worth of business or 99.2 percent of the total, while all other sources of revenue contributed but $266,941,000 or 0.8 percent of the total.

In securing and transacting the volume of wholesale trade covered by the Census, the establishments engaged in the business required an average of 1,096,977 full-time paid employees (exclusive of proprietors and firm members) and 125,943 part-time employees. Of the total number of full-time and part-time employees, 1,003,097 were male and 219,823 or 7.9 percent were female. As compensation for their services during 1933 employees engaged by wholesale establishments received $1,714,109,000 in salaries, wages, commissions, and bonuses; of this amount $59,871,000 was paid for part-time employment. In addition to salaries and wages, other expenses were incurred in the operation of wholesale places of business, amounting to $1,996,124,000. Thus, total expenses reported by wholesale establishments (not including the cost of merchandise, interest and amortization on the investment, salaries of proprietors and firm members, or net profit) aggregated $3,710,233,000, which was 11.5 percent of net sales.

Stocks on hand at the end of 1933 for all wholesale establishments combined had a cost or replacement value of $3,013,179,000, the equivalent of 9.4 percent of net sales for the year. Some of the goods were sold for cash and others on time. For the establishments re-

porting credit sales, the proportion of business done on a credit basis was 82.4 percent of the total. The sale of goods was not limited to any single outlet or type of customer. For the establishments which reported their sales by type of outlet, it was found that 52.2 percent of the business consisted of sales to retailers, 28.8 percent represented sales to industrial users, 2.2 percent comprised sales to home consumers (at retail), and the remaining 16.8 percent consisted of sales to other wholesale organizations.

As compared with 1929, the number of wholesale establishments in 1933 was 3.2 percent less and the volume of business was 53.4 percent lower. This is significant, first, in showing the relatively small decline during the depression in the number of wholesale places of business, and second, in indicating the extent to which the sales per establishment decreased. The following tabulation summarizes the most important changes affected in wholesaling since 1929 (see Table I, below).

TABLE I.--GENERAL CHANGES IN WHOLESALING

Item	1929	1933	Percent change 1929-33
Number of establishments	169,654	164,170	- 3.2
Net sales	$68,950,108,000	$32,151,373,000	-53.4
Average number of employees (full-time and part-time)	1,601,189	1,222,920	23.6
Pay roll	$3,003,555,000	$1,714,109,000	-42.9
Total expenses			
Amount	$6,109,659,000	$3,710,233,000	-39.2
Percent of net sales	8.9	11.5	+29.2
Stocks on hand (end of year)	$5,151,228,000	$3,013,179,000	-41.6

WHOLESALE DISTRIBUTION IN RELATION TO THE WHOLESALING TASK.--In dealing with data for 1929 it was possible to prepare an estimate of the value of goods--manufactured products, farm products, minerals, and the like--which were distributed in a wholesale manner, that is, sold or transferred by their producers or importers to wholesalers, retailers, or industrial users. The total then obtained of nearly $82,000,000,000 was an apprximate measure of the task in terms of the total value of goods (at f.o.b. point of production or import prices) to be distributed at wholesale. As against this figure the total volume of wholesale trade covered by the Wholesale Census for 1929 was $68,950,108,000. The two figures are, of course, not directly comparable. The wholesale trade figure is based on prices charged by wholesale establishments which differ from the f.o.b. point of production or import prices underlying the estimate of value of goods istributed at wholesale by the amount of the wholesale gross margin. Moreover, wholesale trade figures include an appreciable amount of duplication arising from sales by one wholesale organization to another. Nevertheless, the relationship between the two figures has some significance as a concrete indication of the difference between the somewhat broader concepts of wholesaling measured in terms of goods to be wholesaled and the narrower conception of wholesale trade adopted by the Wholesale Census.

In the absence of requisite data, particularly on the break-down of manufacturers' sales by type of outlet, it does not appear possible to prepare an estimate of the value of

goods distributed in a wholesale manner in 1933. It is, however, feasible to estimate roughly the change from 1929 to 1933 in the relationship between the task of wholesale distribution conceived from the standpoint of the task measured by the value of goods to be sold at wholesale and wholesale trade as defined by the Census. The decline in the volume of wholesale trade is, as indicated above, 53.4 percent. The decline in the value of goods entering wholesale distribution can be approximated by comparing the aggregate value of output of manufacturing industries, mines and quarries, oil wells, of products sold by farmers (farm cash income) and of goods imported in 1933 with that in 1929 (See Table II).

TABLE II.--VALUE OF PRINCIPAL ITEMS ENTERING WHOLESALE DISTRIBUTION: 1933 and 1929

(All values expressed in thousands of dollars)

	1933	1929
Manufactured products	$31,478,183 1/	$69,960,909 2/
Farm products (cash income)	4,981,846	10,146,720
Products of mines and quarries	1,959,000	2,392,650
Petroleum (crude) production	606,789	1,280,417
Imported goods	1,449,559	4,625,145
Total	40,475,376	88,405,841

1/ Includes motion picture industry which was covered by separate inquiry during 1933.
2/ Revised from 1929 published figures as per Summary by Industries published January 23, 1935 by the Census of Manufactures.

As is evident from Table II, above, the decline in the aggregate value of the principal items entering for the most part wholesale distribution amounts to 54.2 percent. It appears, therefore, that there was little or no significant change in the relation between wholesale trade covered by the census and the total volume of goods available for distribution at wholesale during the four years of depression 1/.

WHOLESALE TRADE IN RELATION TO RETAIL SALES.--For the year 1933, the volume of business done by wholesale establishments was 128.4 percent of the sales reported by retail stores. When the total reported expenses of retail stores are deducted from retail sales, in order to make the retail and wholesale figures more comparable as far as prices are concerned, it appears that wholesale trade was 173.4 percent of the retail business, despite the fact that retail sales include several billions of dollars worth of goods purchased directly from manufacturing plants and from farmers, and which are, therefore, not included in the wholesale census figures.

1/ To measure the total volume of wholesale trade on the basis of actual dollar transactions, inclusive of duplication and operating margins, it would be necessary to add to the total value of goods sold by producers at wholesale the sales reported by the various wholesale institutions.

The excess of wholesale business over that of retail sales may be explained in several ways. In the first place, the wholesale trade total includes a certain amount of export business which naturally dos not enter domestic retail trade channels. Second, it involves a considerable amount of duplication resulting from the sale of the same goods by two or more wholesale organizations successively. For 1933 the amount of duplication reported, consisting of sales by one wholesale organization to another, was 16.8 percent of the total. Finally, wholesale trade figures include a large volume of sales of industrial goods like machinery, equipment, and raw materials. Such goods are sold even by the conventional wholesalers but are not included in the sales reported by retail stores. As a matter of fact, when all of these factors are considered, only approximately 52.0 percent of the sales reported by wholesale establishments must be accounted for in the sales reported by retail stores. It should also be pointed out in this connection that wholesale trade includes the business of establishments which are not conventionally considered as wholesalers. Since establishments like agents and brokers operate on a wholesale basis and sell substantial quantities of goods to retailers and to industrial users in direct competition with regular wholesalers, they constitute a part of the wholesaling structure fully as much as do service wholesalers.

Total sales made by wholesale establishments to retailers must not be confused with the sales reported by the retail stores of the country. In addition to buying from wholesale organizations, retailers purchase substantial amounts of merchandise directly from manufacturing plants and from farmers. Such transactions are not covered by the Wholesale Census. Furthermore, as already indicated previously, retail sales figures are reported at retail selling prices which necessarily include the gross margin of the retailers, whereas the sales to retailers reported by wholesale establishment are given at wholesale prices. Finally, many retailers included in their sales figures not only the prices secured from the sale of merchandise, but also the value of certain services rendered in connection with such sales, as in the case of restaurants and garages which do not sell the commodities in the same form in which they purchase them. Retailers also included in their reported sales receipts from repair work and other services to the extent of $567,767,000.

In relation to retail stores, the number of wholesale establishments has changed but little since 1929. At that time, the proportion of wholesale establishments to retail stores was 10.99 percent, while in 1933 it was 10.75 percent. However, the volume of wholesale trade dropped proportionately more than the volume of retail business. In 1929 wholesale trade was 140.3 percent of the sales reported by retail stores, but in 1933 wholesale trade was 128.4 percent of retail store volume.

The change in volume relationships between wholesale and retail trade may be accounted for, principally, in two ways. As already indicated in a preceding paragraph, a large proportion of wholesale sales represented business done with industrial consumers, with customers in foreign lands, and with other wholesale organizations. None of these transactions directly affect retail store volume. Furthermore, wholesale trade involves a considerable amount of duplication. It is possible that changes in the type of transactions just mentioned, since 1929, have been responsible for a considerable drop in wholesale volume, making a close approximation between changes in wholesale and retail trade practically impossible.

A second factor in the situation is to be found in the relative variability in wholesale and retail prices, since sales volumes are expressed in terms of money. Wholesale prices, as a rule, are more sensitive and tend to change more frequently and, over a period of time, more radically than in the case of retail prices. For 1929 the composite index of

wholesale prices for all commodities stood at 95.3; for 1933 this index was 65.9 and 30.8 percent lower. It is believed that the decline in retail prices for all commodities was not as great. This would indicate that retail margins in 1933 were different from those of 1929 and varied from those of wholesale margins. As a matter of fact, operating expenses of wholesale establishments were 29.2 percent higher in 1933 as compared with 1929, while operating expenses of retail stores were but 23.2 percent higher in 1933.

DISTRIBUTION OF WHOLESALE TRADE BY GEOGRAPHIC AREAS

WHOLESALE TRADE BY GEOGRAPHIC DIVISIONS.--Even a cursory examination of Table III will disclose the fact that, geographically, wholesale trade is highly concentrated. Data in Table III are shown for each of nine divisions which have been officially recognized by the Bureau of the Census. Since wholesale trade is not usually confined within State boundaries, statistics by geographic divisions may be of greater importance in measuring market potentialities of different parts of the country.

The Middle Atlantic, East North Central, and the West North Central divisions accounted for nearly two-thirds (65.4%) of the total volume of wholesale trade in 1933 and for exactly two-thirds of the business during 1929. If the New England division is added, the volume of wholesale business transacted by the establishments located in these four divisions represented 72.1 percent of the total volume in 1933 and 72.8 percent of the volume of wholesale trade in 1929.

WHOLESALE TRADE BY STATES.--Almost one-half (48.5%) of the total volume of wholesale trade in 1933 was reported by wholesale establishments located in the four States of New York, Illinois, Pennsylvania, and California. The same four States accounted for 48.4 percent of the volume of trade in 1929. An additional six States, consisting, in the order of their importance measured by volume of wholesale trade, of Missouri, Ohio, Massachusetts, Texas, Michigan, and Minnesota contributed approximately an additional 23.0 percent so that the 10 leading States, from the standpoint of volume of wholesale trade, accounted for 71.5 percent of all wholesale trade in 1933 and almost a similar proportion of the total (71.8%) in 1929. Only 8 of the 48 States reported more than a billion dollars worth of wholesale business each during 1933. Together these States made up 65.8 percent of the total volume of business during the year, which means that the remaining 34.2 percent of the wholesale volume of trade was distributed among 39 States and the District of Columbia, again showing an unusually high concentration of business, geographically.

The principal changes in rank of the various States since 1929, based on wholesale trade volume, can be gleaned from Table III and Chart I. While the same 10 States led in the volume of wholesale business during both years, 7 of them have changed in rank in 1933 from that of 1929. New York, Illinois, and Texas retained their first, second, and eighth places, respectively. Michigan and Minnesota have changed places, the latter State moving ahead to ninth position. The most notable changes, however, are to be found in the case of California, Pennsylvania, Ohio, Massachusetts, and Missouri. California changed places with Pennsylvania, moving up from fourth place to third, probably because of the abnormal decline in the volume of business in the heavy goods industries which are so important a factor in the wholesale trade of Pennsylvania. Ohio and Massachusetts advanced from sixth to fifth and from seventh to sixth positions, respectively, while Missouri descended from fifth to seventh place. The loss in rank of the State of Missouri may be explained in part by the unusual decline in the business of farm products of the raw material type such as live stock. Most of the remaining 38 States also changed rank during 1933, with the most radical changes taking places in the States, a large proportion of whose business in 1929

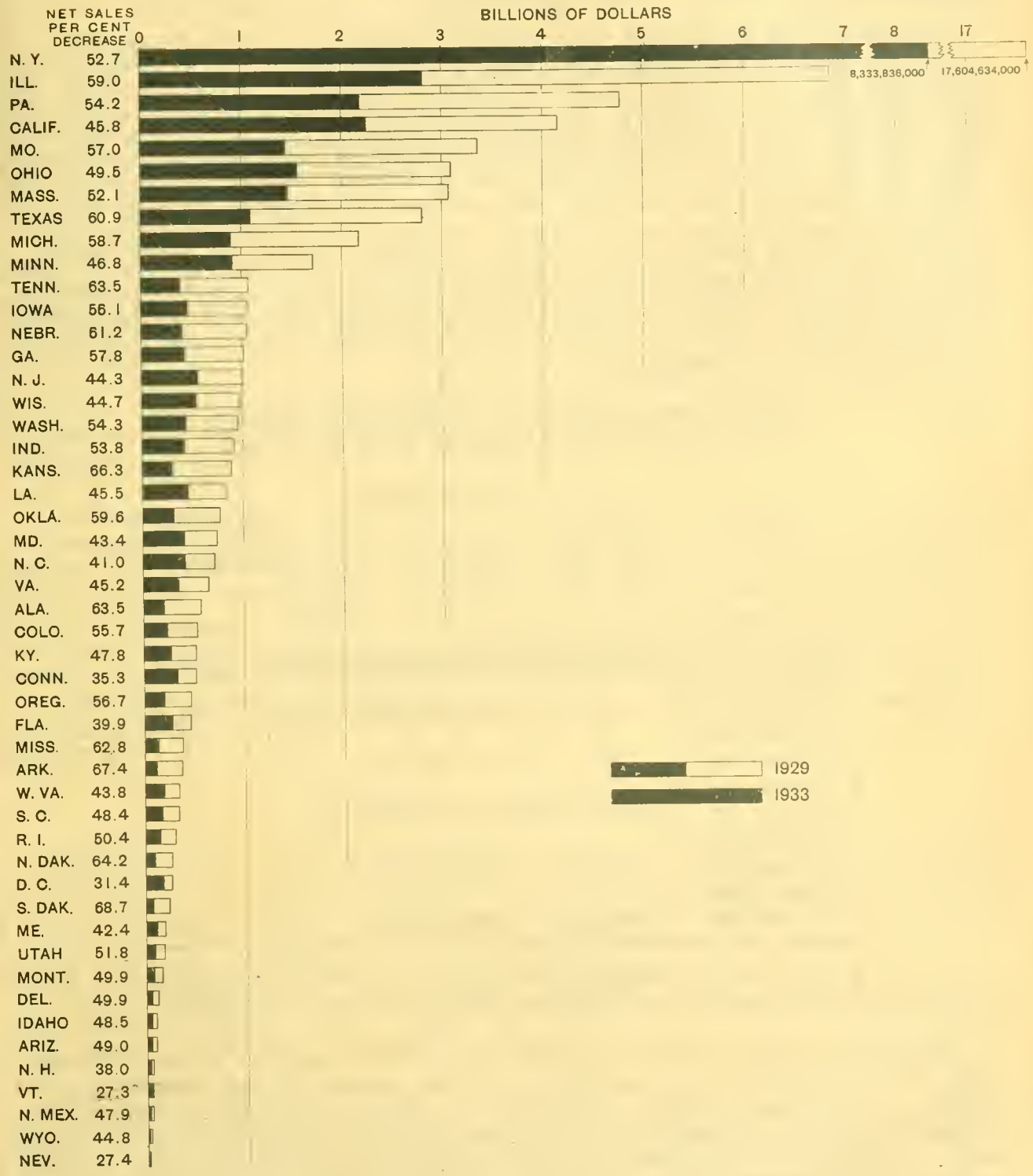
TABLE III.--WHOLESALE TRADE FOR THE UNITED STATES, BY GEOGRAPHIC DIVISIONS AND STATES--1933 AND 1929

(All values expressed in thousands of dollars)

Geographic Divisions and States	Number of establishments		Net sales			Total expenses	Average number of full-time employees	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929	Percent change	Amount		Total	Part-time	
Total	164,170	169,654	$32,151,373	$68,950,108	53.4	$3,710,233	1,096,977	$1,714,109	$59,871	$3,013,179
NEW ENGLAND	8,633	9,793	2,144,258	4,195,261	48.9	254,477	73,699	120,295	3,120	206,248
Connecticut	1,412	1,369	336,829	520,551	35.3	45,626	13,721	21,424	645	49,573
Maine	864	987	109,495	189,975	42.4	16,768	5,460	7,825	293	13,699
Massachusetts	5,144	6,066	1,469,407	3,065,856	52.1	161,872	45,174	77,407	1,867	118,669
New Hampshire	334	326	38,074	61,414	38.0	6,248	2,073	2,895	75	3,844
Rhode Island	579	737	148,702	300,072	50.4	17,694	5,252	7,994	170	15,382
Vermont	300	308	41,751	57,393	27.3	6,269	2,019	2,750	70	5,081
MIDDLE ATLANTIC	34,304	38,197	11,085,704	23,390,807	52.6	1,134,161	293,235	520,800	10,958	822,170
New Jersey	2,700	2,344	561,537	1,008,881	44.3	81,715	23,380	36,613	942	61,752
New York	21,899	25,311	8,333,836	17,604,634	52.7	788,194	194,591	368,116	6,860	590,737
Pennsylvania	9,705	10,542	2,190,331	4,777,292	54.2	264,252	75,264	116,071	3,156	169,681
EAST NORTH CENTRAL	34,557	32,185	6,244,308	14,028,413	55.5	767,762	230,202	361,753	10,666	503,719
Illinois	11,924	11,587	2,816,346	6,861,067	59.0	322,441	89,344	150,174	4,231	195,134
Indiana	4,240	3,734	425,743	921,561	53.8	53,609	19,061	26,580	943	38,740
Michigan	5,803	5,272	896,582	2,172,409	58.7	114,079	35,203	53,009	1,421	75,833
Ohio	8,317	8,077	1,563,854	3,094,100	49.5	202,351	62,752	96,570	2,686	128,326
Wisconsin	4,273	3,515	541,783	979,276	44.7	75,282	23,842	35,420	1,385	65,686
WEST NORTH CENTRAL	29,166	28,953	3,697,515	8,577,122	56.9	398,622	133,139	188,336	6,167	390,002
Iowa	5,252	4,954	464,433	1,057,006	56.1	53,343	19,376	25,393	1,179	39,911
Kansas	5,012	4,322	299,123	888,677	66.3	34,214	12,896	16,953	822	34,922
Minnesota	5,184	5,521	913,298	1,716,944	46.8	91,841	29,389	42,733	1,325	112,353
Missouri	6,107	6,674	1,444,356	3,361,721	57.0	157,999	49,522	73,693	1,726	144,389
Nebraska	3,419	2,890	408,476	1,054,064	61.2	38,229	13,558	18,416	720	32,058
North Dakota	2,436	2,619	93,990	262,430	64.2	11,783	4,346	5,821	188	14,707
South Dakota	1,756	1,973	73,839	236,280	68.7	11,213	4,052	5,327	207	11,662
SOUTH ATLANTIC	14,590	15,652	2,517,203	4,657,675	46.0	295,618	99,940	136,535	7,360	275,069
Delaware	259	256	59,182	118,086	49.9	7,183	1,783	3,244	97	7,235
District of Columbia	575	496	179,077	261,083	31.4	20,381	7,444	10,989	92	11,527
Florida	2,051	2,054	280,305	466,535	39.9	41,612	15,446	19,171	1,794	22,368
Georgia	2,275	3,183	429,242	1,016,496	57.8	49,118	15,244	21,059	470	57,442
Maryland	2,251	2,205	419,522	741,367	43.4	49,462	17,788	23,660	1,021	35,838
North Carolina	2,367	2,413	423,127	717,432	41.0	39,524	13,411	18,160	1,542	54,568
South Carolina	1,242	1,539	172,062	333,528	48.4	15,388	4,936	6,393	200	12,761
Virginia	2,382	2,344	359,784	656,309	45.2	48,105	16,232	22,237	1,824	53,992
West Virginia	1,188	1,132	194,902	346,839	43.8	24,845	7,656	11,622	320	19,338
EAST SOUTH CENTRAL	6,825	7,739	1,015,974	2,550,847	60.2	124,059	43,630	55,607	2,627	150,906
Alabama	1,603	1,743	209,397	574,145	63.5	28,911	9,525	12,510	366	31,945
Kentucky	2,007	2,027	272,895	522,495	47.8	34,447	13,017	16,564	1,318	54,113
Mississippi	1,248	1,713	143,240	385,226	62.8	14,982	5,023	6,246	291	13,442
Tennessee	1,967	2,256	390,442	1,068,981	63.5	45,719	16,065	20,287	652	51,406
WEST SOUTH CENTRAL	15,096	17,566	1,987,060	4,787,187	58.5	231,652	76,316	103,625	3,653	288,267
Arkansas	1,294	2,052	121,504	373,074	67.4	16,969	6,118	7,787	281	15,896
Louisiana	2,097	1,729	455,321	836,197	45.5	54,170	17,962	23,385	515	78,257
Oklahoma	4,180	4,179	312,835	773,398	59.6	38,531	12,908	17,998	742	34,012
Texas	7,525	9,606	1,097,400	2,804,518	60.9	121,982	39,328	54,455	2,115	160,102
MOUNTAIN	5,900	5,788	562,690	1,176,215	52.2	80,823	25,774	37,379	1,935	65,374
Arizona	476	358	49,795	97,554	49.0	8,413	2,260	3,700	381	4,983
Colorado	1,823	2,075	239,035	539,626	55.7	32,975	10,976	15,380	531	23,358
Idaho	768	674	50,689	98,462	48.5	7,359	2,078	3,257	443	6,124
Montana	1,242	1,249	79,441	158,545	49.9	10,172	3,312	4,900	247	12,499
Nevada	141	96	9,963	13,719	27.4	1,738	436	756	36	1,100
New Mexico	448	317	27,892	53,547	47.9	4,150	1,293	1,937	61	4,151
Utah	653	736	86,758	180,101	51.8	13,271	4,572	6,184	185	10,475
Wyoming	349	283	19,117	34,661	44.8	2,745	847	1,265	51	2,684
PACIFIC	15,099	13,781	2,896,661	5,586,581	48.1	423,059	121,042	189,779	13,365	311,424
California	11,052	9,751	2,255,256	4,159,323	45.8	328,541	92,049	145,840	11,005	236,371
Oregon	1,333	1,439	202,146	466,831	56.7	31,111	9,705	14,511	643	26,402
Washington	2,714	2,591	439,259	960,427	54.3	63,407	19,288	29,428	1,737	48,651

WHOLESALE DISTRIBUTION: 1933

CHART I.—COMPARISON OF NET SALES, 1929 AND 1933, BY STATES



was in farm products, such as grain, live stock, and leaf tobacco, or in the heavy goods industries such as machinery, equipment, and metals.

WHOLESALE TRADE BY COUNTIES.—The tremendous concentration of wholesale trade by counties is shown in Table IV below and in Table 9 of this Summary, as well as on the accompanying map. Of the total volume of wholesale trade, over one-third (34.9%) was accounted for by the four counties of Manhattan borough, New York; Cook, Illinois; Philadelphia, Pennsylvania; and Suffolk, Massachusetts. Each of these counties reported more than a billion dollars worth of wholesale trade during 1933. Another 16.3 percent of the business was contributed by eight additional counties, each reporting an annual volume of business from one-half to one billion dollars. In this group are included, in the order of their importance, San Francisco, California; Los Angeles, California; St. Louis City, Missouri; Wayne, Michigan; Alleghany, Pennsylvania; Cuyahoga, Ohio; Hennepin, Minnesota; and Jackson, Missouri. Thus, over one-half (51.2%) of the wholesale business was transacted by establishments located within twelve counties, although these counties contained but 14.5 percent of the total population.

TABLE IV.--WHOLESALE TRADE OF ESTABLISHMENTS LOCATED IN SPECIFIED COUNTY GROUPS, BASED ON VOLUME OF BUSINESS

County group	Number of counties		Volume of business 1933		Percent of total
	1933	1929	Amount	Percent of total	
Total	3,120	3,120	$32,151,373,000	100.0	100.0
$1,000,000,000 and over	4	11	11,229,689,000	34.9	51.4
$ 500,000,000 to 1,000,000,000	8	13	5,229,453,000	16.3	12.2
$ 100,000,000 to 500,000,000	31	52	6,055,848,000	18.8	14.6
$ 50,000,000 to 100,000,000	33	51	2,347,986,000	7.3	5.0
Less than $ 50,000,000	3,044	2,993	7,308,397,000	22.7	16.8

1/ Includes 24 independent cities in Virginia and the independent city of St. Louis which have the same status as counties; also the District of Columbia.

Counties in which wholesale establishments reported an aggregate volume of wholesale trade from $100,000,000 to one-half billion dollars, numbered 31 and accounted for 18.8 percent of all wholesale business during 1933. An additional 33 counties, each reporting from $50,000,000 to $100,000,000 worth of wholesale business contributed 7.3 percent of the volume. Altogether, 76 counties and independent cities in the United States, each with business of $50,000,000 or over during 1933, contributed $24,842,976,000, or 77.3 percent of the total volume of wholesale trade for the entire country. This compares with 127 counties and independent cities, each with business of $50,000,000 and over, which, during 1929, accounted for 83.2 percent of the total volume of wholesale trade.

WHOLESALE TRADE BY CITIES.--An indication of the unsually high concentration of whole-

sale trade in urban centers is clearly brought out by the data in Table V. Approximately three-fourths (75.3%) of all wholesale business was transacted in 1933 by establishments located in the 93 cities having, in 1930, a population of 100,000 or more inhabitants. This business was conducted by 73,879 establishments or about 45 percent of the wholesale establishments in the United States. For the year 1929 the same 93 wholesale centers contributed 76.8 percent of the volume of business and contained a little less than 48 percent of the wholesale establishments in existence at that time. It would appear, therefore, that regardless of economic conditions, wholesaling is concentrated in large cities and that the relative importance of such cities has remained the same during the depression.

Since the 100,000 cities represented a little over 75 percent of the total volume of wholesale trade for 1933, but contained only 45 percent of the establishments, it would appear that the average size of the business unit is much greater in these cities than in other communities. In partial explanation of this condition it should be pointed out that, in small communities, there are a large number of assemblers and country buyers of farm products which operate on a relatively small scale and thereby reduce the average size of the establishment. In such small communities are also found a large number of the cream stations and bulk tank stations operating in the petroleum trade, both of which are of re-relatively small size.

Although the larger cities, as a group, dominate the wholesaling picture, there is by no means perfect correlation between volume of wholesale trade and the population within the city. The three leading cities in population, New York, Chicago, and Philadelphia, are also the leading wholesale centers, but thereafter notable differences are to be found. Boston, for example, is the fourth largest wholesale center, although it is only ninth in population. San Francisco, which ranks eleventh in population is fifth in wholesale trade: St. Louis which ranks seventh in population is sixth in wholesale trade, while Minneapolis, which is fifteenth in population, ranks eleventh in wholesale trade. Conversely, there are a number of cities which have a lower rank in wholesale trade than they enjoy in population.

COMPOSITION OF WHOLESALE TRADE

WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT.--Totals for wholesale trade are important and interesting, but for specific application to business problems totals must be broken down to a considerable extent. For this reason all wholesale establishments have been divided into six groups, according to the type of establishment or the nature of functions performed. Four of these groups have been further subdivided. Each of the types for which data are presented in the United States Summary throughout the various tables and for each of the States has been defined in Chapter III. In Table 1 (see page A-1) of the United States Summary statistics are summarized for each of 19 types of wholesale establishments.

Of the <u>total number</u> of wholesale establishments in the United States, 50.5 percent were wholesalers proper and 10.3 percent represented manufacturers' sales branches; 15.9 percent were bulk tank stations; 0.3 percent constituted chain store warehouses; 14.6 percent were assemblers and country buyers; while agents and brokers accounted for 8.4 percent of the total. The <u>total volume</u> of wholesale business was distributed as follows: wholesalers proper, 40.4 percent; manufacturers' sales branches, 23.5 percent; bulk tank stations, 5.9 percent; chain store warehouses, 4.5 percent; assemblers and country buyers, 5.5 percent; and agents and brokers, 20.2 percent.

Census of American Business

TABLE V —WHOLESALE TRADE OF CITIES HAVING, IN 1930, 100,000 INHABITANTS OR MORE

1933 and 1929

(All values expressed in thousands of dollars)

Cities	Number of establishments		Net sales				Average number of full-time employees 1933	Pay roll		Stocks on hand (end of year 1933)
			1933		1929			Total 1933	Part-time 1933	
	1933	1929	Amount	Percent of total	Amount	Percent of total				
UNITED STATES	164,170	169,654	$32,151,373	100.0	$68,950,108	100.0	1,096,977	$1,714,109	$59,871	$3,013,179
TOTAL FOR PRINCIPAL CITIES	73,879	81,314	24,200,854	75.27	52,940,566	76.78	739,840	1,231,186	27,907	2,103,740
Akron, Ohio	272	201	125,635	0.39	105,532	0.15	4,189	7,751	94	6,773
Albany, N. Y.	303	243	85,675	0.27	124,335	0.18	2,864	4,836	91	6,316
Atlanta, Ga.	642	750	216,235	0.67	498,917	0.72	7,543	11,794	148	27,925
Baltimore, Md.	1,610	1,589	365,392	1.14	651,096	0.94	15,149	20,319	598	31,181
Birmingham, Ala.	417	423	81,965	0.25	254,204	0.37	3,908	5,536	126	7,528
Boston, Mass.	2,866	3,653	1,004,899	3.13	2,357,017	3.42	26,459	48,967	1,043	76,794
Bridgeport, Conn.	212	145	59,852	0.19	74,574	0.11	2,368	3,993	105	8,840
Buffalo, N. Y.	913	1,166	262,650	0.82	671,765	0.97	10,331	15,322	399	23,396
Cambridge, Mass.	62	121	30,675	0.10	55,755	0.08	1,631	2,731	28	3,892
Camden, N. J.	119	65	14,841	0.05	19,388	0.03	895	1,298	24	1,294
Canton, Ohio	128	120	20,906	0.07	35,224	0.05	1,005	1,453	38	2,295
Chattanooga, Tenn.	156	135	29,643	0.09	62,754	0.09	1,301	1,626	40	2,585
Chicago, Ill.	6,108	6,702	2,315,720	7.20	5,870,166	8.51	70,294	123,901	2,888	155,983
Cincinnati, Ohio	1,258	1,326	341,343	1.06	729,814	1.06	12,784	20,330	452	24,702
Cleveland, Ohio	2,015	1,968	526,606	1.64	1,106,723	1.61	18,362	31,394	846	44,440
Columbus, Ohio	411	518	111,108	0.35	228,252	0.33	4,922	6,825	90	8,596
Dallas, Texas	711	809	319,172	0.99	729,157	1.06	7,566	11,765	139	41,690
Dayton, Ohio	263	287	49,390	0.15	112,669	0.16	2,435	3,429	56	4,924
Denver, Colo.	695	934	182,285	0.57	395,958	0.57	7,710	11,060	225	16,731
Des Moines, Iowa	296	333	75,179	0.23	149,075	0.22	3,457	5,264	124	7,049
Detroit, Mich.	2,175	2,136	613,854	1.91	1,540,060	2.23	20,890	34,108	548	45,484
Duluth, Minn.	169	185	62,782	0.20	171,363	0.25	2,540	3,378	99	11,211
Elizabeth, N. J.	91	75	15,835	0.05	51,161	0.07	400	631	84	2,794
El Paso, Texas	187	205	30,381	0.09	74,384	0.11	1,424	1,819	55	3,350
Erie, Pa.	146	159	13,824	0.04	31,947	0.05	832	1,053	35	1,875
Evansville, Ind.	142	184	30,288	0.09	61,096	0.09	1,166	1,786	51	2,402
Fall River, Mass.	142	130	23,590	0.07	55,144	0.08	865	1,179	25	1,067
Flint, Mich.	133	102	22,209	0.07	38,519	0.06	1,001	1,370	39	1,705
Fort Wayne, Ind.	184	158	30,500	0.09	53,164	0.08	1,690	2,400	68	3,730
Fort Worth, Texas	250	240	81,878	0.25	276,844	0.40	2,432	3,519	117	9,480
Gary, Ind.	58	38	6,272	0.02	10,053	0.01	359	568	16	488
Grand Rapids, Mich.	306	416	54,066	0.17	152,630	0.22	2,164	3,118	94	4,827
Hartford, Conn.	283	323	49,391	0.15	125,187	0.18	3,179	4,178	98	9,686
Houston, Texas	617	506	211,610	0.66	519,913	0.75	7,167	10,622	225	41,153
Indianapolis, Ind.	598	730	188,575	0.59	436,596	0.63	6,417	9,698	280	14,970
Jacksonville, Fla.	268	346	74,749	0.23	180,779	0.26	2,914	3,924	73	7,104
Jersey City, N. J.	157	169	61,935	0.19	117,769	0.17	2,023	3,219	132	4,997
Kansas City, Kan.	69	97	28,475	0.09	92,217	0.13	1,225	1,800	45	3,492
Kansas City, Mo.	1,271	1,664	513,310	1.60	1,400,722	2.03	13,023	20,932	538	51,398
Knoxville, Tenn.	143	135	27,045	0.08	53,448	0.08	1,301	1,749	31	2,973
Long Beach, Calif.	172	127	16,495	0.05	33,893	0.05	935	1,361	41	1,415
Los Angeles, Calif.	3,531	3,153	660,419	2.05	1,379,989	2.00	28,745	45,873	1,548	72,543
Louisville, Ky.	482	528	127,251	0.40	267,679	0.39	6,261	8,547	511	23,519
Lowell, Mass.	93	89	9,843	0.03	24,043	0.03	495	653	16	868
Lynn, Mass.	104	119	9,862	0.03	17,231	0.02	686	969	58	900
Memphis, Tenn.	408	528	178,895	0.56	652,877	0.95	6,843	8,612	146	17,962
Miami, Fla.	237	247	34,764	0.11	48,753	0.07	1,702	2,383	28	2,615
Milwaukee, Wis.	1,210	1,059	301,526	0.94	545,650	0.79	12,942	20,129	508	31,370
Minneapolis, Minn.	993	1,316	518,579	1.61	846,458	1.23	13,250	21,067	449	73,598
Nashville, Tenn.	300	225	76,714	0.24	129,897	0.19	3,058	3,736	113	6,604

WHOLESALE DISTRIBUTION: 1933

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TABLE V —WHOLESALE TRADE OF CITIES HAVING, IN 1930, 100,000 INHABITANTS OR MORE

1933 and 1929

(All values expressed in thousands of dollars)

Cities	Number of establishments		Net sales				Average number of full-time employees 1933	Pay roll		Stocks on hand (end of year 1933)
			1933		1929			Total 1933	Part-time 1933	
	1933	1929	Amount	Percent of total	Amount	Percent of total				
Newark, N. J.	759	643	$211,197	0.66	$393,420	0.57	8,563	$14,191	$297	$15,030
New Bedford, Mass.	126	167	15,484	0.05	35,837	0.05	670	926	30	1,252
New Haven, Conn.	298	389	67,892	0.21	138,850	0.20	2,959	4,800	114	6,898
New Orleans, La.	871	712	323,452	1.01	601,981	0.87	11,259	14,434	236	54,663
New York City (Greater New York)	16,836	19,618	7,376,091	22.94	15,631,148	22.67	154,714	307,561	5,051	500,558
Bronx Borough	567	375	150,087		187,913		4,487	7,390	172	9,494
Brooklyn Borough	1,418	1,818	284,763		699,107		10,869	19,130	516	20,866
Manhattan Borough	14,520	16,948	6,811,486		14,529,672		134,085	272,295	4,109	461,974
Queens Borough	266	400	124,312		202,715		4,935	8,278	235	7,745
Richmond Borough	65	77	5,443		11,740		339	468	19	479
Norfolk, Va.	324	319	82,933	0.26	153,754	0.22	2,711	4,078	304	9,490
Oakland, Calif.	469	390	74,647	0.23	129,170	0.19	3,924	5,790	162	7,567
Oklahoma City, Okla.	397	464	89,195	0.28	287,932	0.42	3,569	5,389	117	10,050
Omaha, Nebr.	647	647	275,598	0.86	704,088	1.02	7,338	11,295	256	18,017
Paterson, N. J.	189	141	34,224	0.11	65,958	0.10	1,174	1,826	47	3,186
Peoria, Ill.	251	215	53,795	0.17	98,759	0.14	1,860	2,819	108	3,685
Philadelphia, Pa.	3,418	4,357	1,047,178	3.26	2,280,884	3.31	33,980	55,090	1,188	81,355
Pittsburgh, Pa.	1,370	1,849	569,721	1.77	1,484,500	2.15	14,732	23,992	769	29,136
Portland, Ore.	715	867	149,044	0.46	383,432	0.56	6,842	10,544	411	20,540
Providence, R. I.	412	577	115,062	0.36	246,423	0.36	4,125	6,447	149	11,948
Reading, Pa.	177	203	32,950	0.10	56,148	0.08	1,283	1,951	74	2,493
Richmond, Va.	401	416	103,989	0.32	233,611	0.34	4,737	6,996	501	24,643
Rochester, N. Y.	502	571	120,324	0.37	226,031	0.33	4,339	7,158	346	10,590
St. Louis, Mo.	1,890	1,940	721,735	2.24	1,430,981	2.08	26,737	40,542	630	76,090
St. Paul, Minn.	439	462	106,878	0.33	221,746	0.32	6,143	8,247	183	13,052
Salt Lake City, Utah	365	334	60,629	0.19	130,332	0.19	3,535	4,756	138	7,562
San Antonio, Texas	366	343	58,063	0.18	133,820	0.19	3,302	3,870	66	7,934
San Diego, Calif.	249	199	40,985	0.13	56,839	0.08	2,366	3,511	94	3,885
San Francisco, Calif.	2,696	3,154	911,747	2.84	1,784,175	2.59	25,385	44,780	1,288	106,396
Scranton, Pa.	247	279	63,116	0.20	111,866	0.16	2,178	3,137	77	4,527
Seattle, Wash.	1,070	1,220	226,155	0.70	547,707	0.79	9,602	15,299	419	24,551
Somerville, Mass.	38	31	86,054	0.27	32,993	0.05	1,158	1,480	17	3,722
South Bend, Ind.	126	129	14,064	0.04	40,619	0.06	872	1,179	41	1,808
Spokane, Wash.	240	256	44,978	0.14	134,049	0.19	2,185	3,181	73	6,713
Springfield, Mass.	296	254	72,565	0.23	115,560	0.17	2,956	4,520	103	6,282
Syracuse, N. Y.	285	460	72,931	0.23	178,538	0.26	2,777	4,447	79	5,551
Tacoma, Wash.	177	150	30,953	0.10	55,940	0.08	1,663	2,476	104	4,879
Tampa, Florida	250	223	49,324	0.15	82,679	0.12	2,195	3,206	110	4,354
Toledo, Ohio	428	417	109,342	0.34	187,893	0.27	4,549	6,731	162	9,621
Trenton, N. J.	129	132	20,619	0.06	36,593	0.05	1,134	1,621	23	1,633
Tulsa, Okla.	375	282	54,706	0.17	103,666	0.15	2,244	3,563	80	6,243
Utica, N. Y.	142	184	25,856	0.08	59,359	0.09	1,078	1,556	26	2,915
Washington, D. C.	575	496	179,077	0.56	261,083	0.38	7,444	10,989	92	11,527
Wichita, Kans.	299	256	63,899	0.20	161,155	0.23	2,282	3,334	113	6,962
Wilmington, Del.	157	127	52,643	0.16	102,114	0.15	1,541	2,871	50	6,835
Worcester, Mass.	222	246	45,238	0.14	68,455	0.10	2,095	3,080	77	6,487
Yonkers, N. Y.	82	74	15,539	0.05	27,695	0.04	761	1,223	9	1,548
Youngstown, Ohio	198	194	36,904	0.11	100,942	0.15	1,858	2,325	70	3,060

For all kinds of business combined, wholesale merchants of the conventional type were the most important wholesale organization, both in the number of establishments and the volume of business reported. They comprised 76,856 establishments, or 46.8 percent of all establishments, doing $11,302,947,000 worth of business, or 35.1 percent of the total. Of all wholesalers proper, wholesale merchants constituted 92.7 percent of the number of establishments, doing 87.0 percent of the business, which means that as far as wholesalers (who take title to the goods and are largely independent in ownership) are concerned, the more or less old-fashioned type, service wholesaler, designated as wholesale merchant, is still dominant. Limited function wholesalers, on the other hand, comprising a variety of relatively newer types such as drop-shippers, wagon distributors, and cash-and-carry wholesalers, constituted but 4.1 percent of the number of establishments operated by wholesalers proper and transacted but 2.8 percent of the business. When the limited function wholesalers are viewed as a part of the entire wholesaling structure, their importance, from the standpoint of both number and volume of business, is still further diminished.

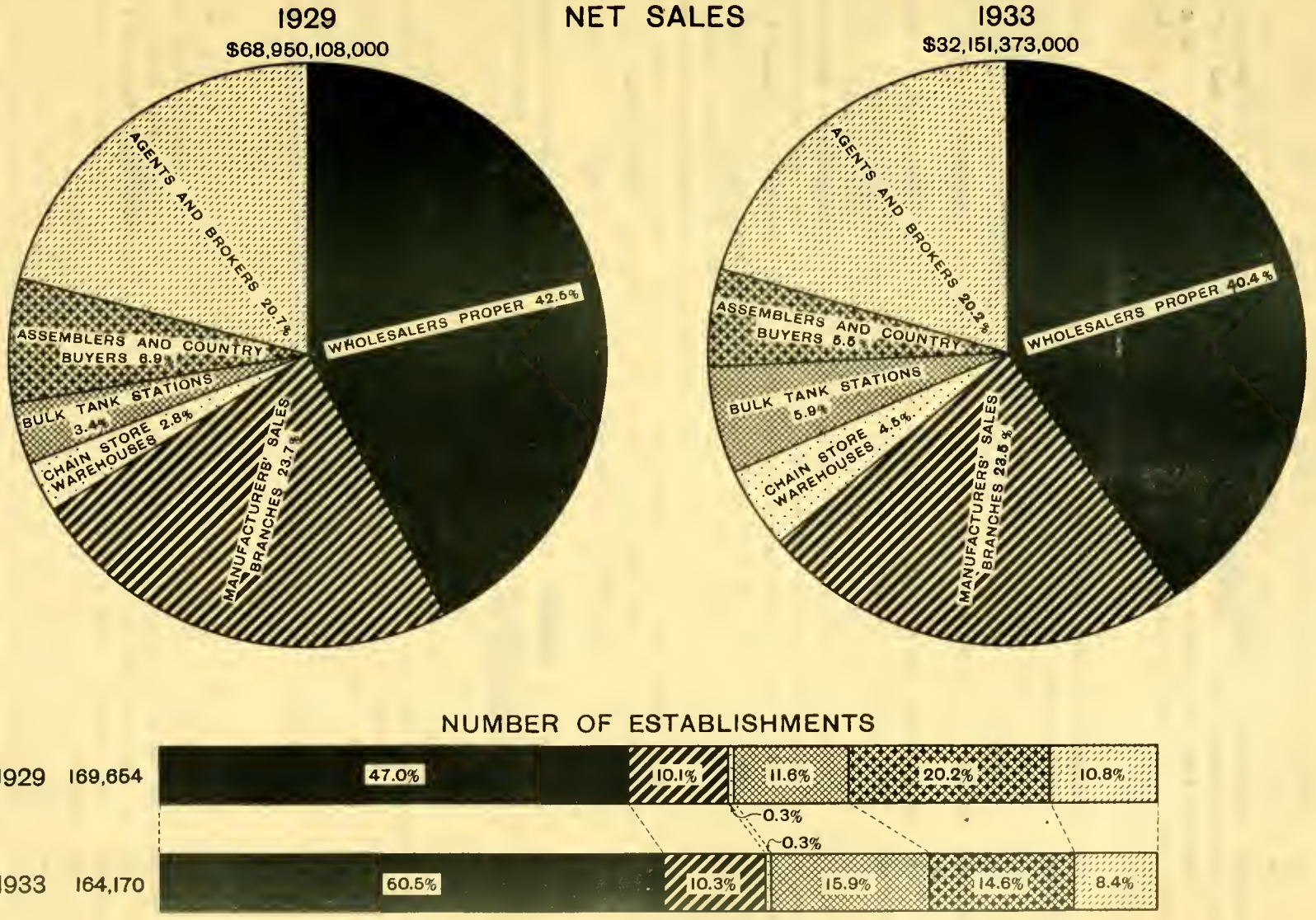
Second in importance, from the standpoint of net sales, were manufacturers' sales branches. Of that group, 73.8 percent carried stocks and did 68.1 percent of the business. From the standpoint of numbers, however, bulk tank stations were second in importance, followed by assemblers and country buyers operating in the agricultural field, and manufacturers' sales branches took fourth place. Among the agents and brokers, manufacturers' agents were the most numerous, but commission merchants led from the standpoint of volume of business, followed by brokers and selling agents, respectively.

The foreign trade of the United States was represented by 2,176 importers with a volume of business of $776,354,000 and 453 exporters with sales of $558,147,000. In addition there were 240 export agents with reported sales of $135,126,000 and 179 import agents whose business amounted to $50,541,000. The figures on foreign trade presented herein by no means represented the entire volume of foreign trade during 1933, since the census is based upon establishments and did not cover exports or imports made directly by manufacturers and other producers, nor does the census show, separately, the volume of import and export business done by wholesale establishments which did not specialize in foreign trade.

The data by type of wholesale establishment, as shown in the several tables, indicate, first, the relative inportance of each functional type of organization; second, the variation in employment, total expenses, and other items as affected by the type of organization; and third, changes in the relative importance of the different types since 1929 (See Chart II).

In the light of the various predictions concerning the elimination of the wholesaler, it may be interesting to note what changes have taken place since 1929 in the relative position of that middleman, as well as of other institutions operating in the wholesale field. Reference to Chart II and Table I reveals the fact that wholesalers proper represented, in 1933, 50.5 percent of the establishments and 40.4 percent of the volume of business reported by all wholesale places of business, as compared with 47.0 percent of the establishments and 42.5 percent of the volume in 1929. Thus, while wholesalers proper showed an actual increase in number of 3.9 percent since 1929, a decline in volume of 55.6 percent, in relation to other wholesale establishments they registered an increase of 3.5 percent in the number of establishments and a decline of but 2.0 percent in the volume of business. These figures indicate not only that wholesalers proper, consisting, for the most part, of what may be termed old-fashioned service wholesalers, are the dominant type of wholesaling, but also show that this institution has apparently exhibited considerable tenacity in the face of adverse circumstances.

CHART II.– WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT



Manufacturers' sales branches also held their own remarkably well. While they registered a decrease in the number of establishments of 1.2 percent since 1929, these branches actually increased, in proportion to other types of wholesaling, from 11.2 percent in 1929, to 11.5 percent in 1933. The volume of business of these branches declined 53.7 percent, as compared with an average decrease for all wholesale establishments of 53.4 percent, which means that they maintained the same relative position during the two periods covered by the census.

Chain store warehouses registered a considerable increase in volume of business, 4.5 percent of total in 1933 as compared with 2.8 percent for 1929. Of the six type groups by which wholesaling operations have been classified, assemblers and country buyers suffered the greatest percentage decrease in business, while bulk tank stations experienced the smallest decline in volume and showed an actual increase in the number of establisnments.

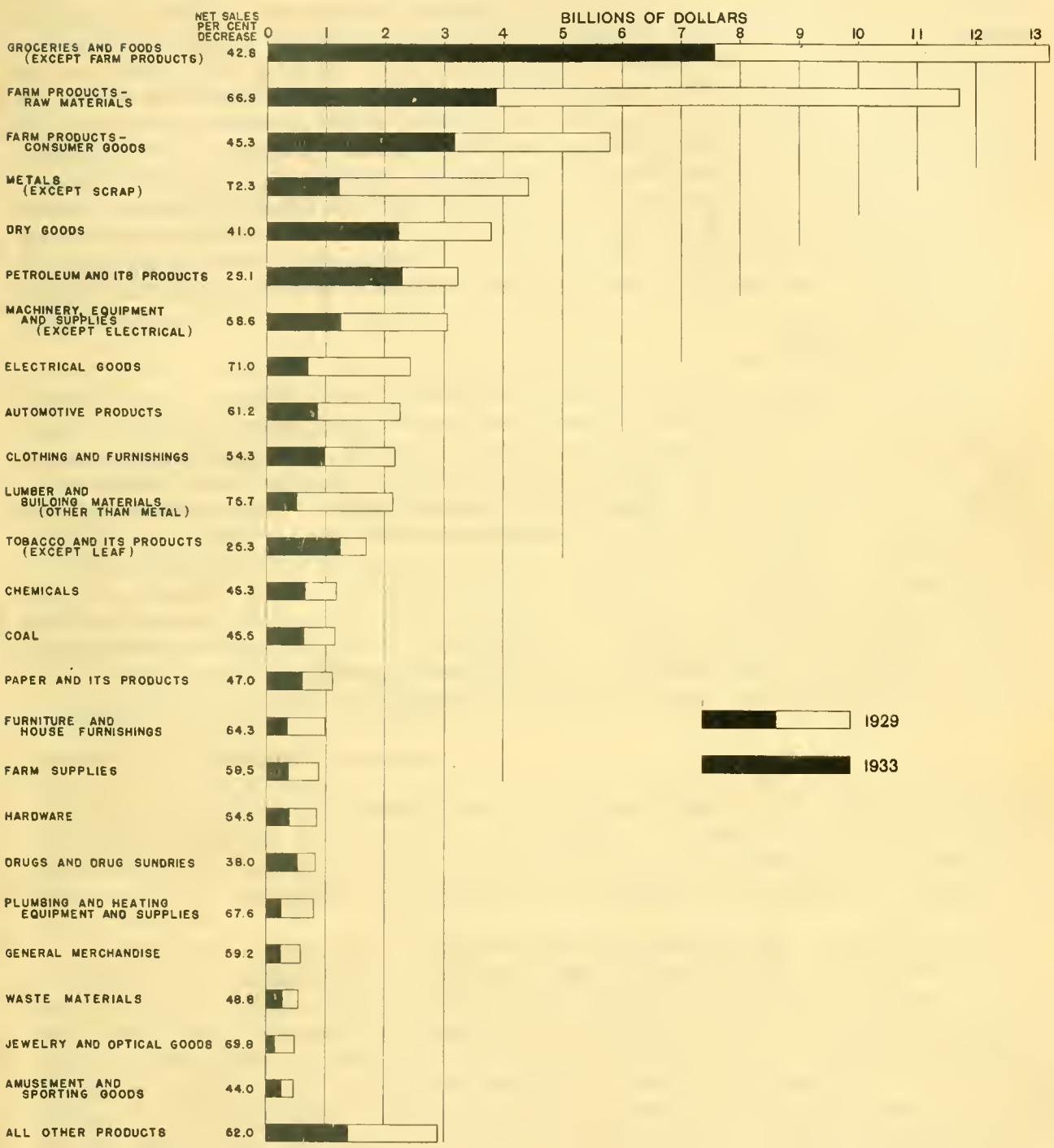
WHOLESALE TRADE, BY KIND OF BUSINESS.--In addition to being classified according to functional type, each establishment was also classified by kind of business, on the basis of the chief line or lines of merchandise in which it dealt. Following this basis of classification, wholesale establishments were divided into twenty-five major kind-of-business groups, which were furtner sub-divided into 166 detailed kind of business classifications according to the degree of merchandise specialization. For example, a wholesaler of silks and velvets obviously deals in dry goods and must, therefore, be classified in the dry goods group. However, it would not be proper to compare the operations of such a concern with those of wholesalers of notions or with wholesalers handling a general line of dry goods. For this reason the establishment wholesaling silks and velvets, while included in the dry goods group total, is classified under the subdivision "piece goods" so that comparisons may be made of homogeneous businesses.

The importance of breaking down wholesale establishments into detailed kind-of-business classifications becomes apparent as soon as one attempts to make specific use of the figures. Trade associations. code authorities, economists, and statisticians may thus determine. from the data shown in Tables 2-A (see page A-2) and 2-B (see page A-5), the total number of wholesale establishments operating in a given line of business, their net sales, operating expenses, the average number of full-time employees engaged in such trade, the pay roll disbursed during the year 1933, and the stocks on hand at the end of the year. These data can be compared, first, with similar information for 1929 in order to discern changes and, second, with similar data for other kinds of business as a means of determining the relative importance, operating costs, etc. of the kind of business under consideration.

Total stocks on hand in the various wholesale establishments operating in a given line of business constitute an interesting and important item of information, showing the amounts of merchandise in the wholesale channels at a given time. It is of utmost importance, however, not to confuse kind of business information with commodity data. The two are quite different. For example, wholesale establishments are classified as electric refrigerator concerns because the bulk of their business is in such merchandise and not because they handle refrigerators to the exclusion of all other goods. On the other hand, electric refrigerators are handled also by wholesale establishments in the automotive trade, by hardware wholesalers, and by wholesalers engaged principally in the sale of other merchandise than electrical goods. Consequently, it would be erroneous to regard the business of electric refrigerator wholesale establishments as synonymous with the business in electric refrigerators as a commodity.

WHOLESALE DISTRIBUTION: 1933

CHART III.—COMPARISON OF NET SALES, 1929 AND 1933, BY KIND OF BUSINESS - UNITED STATES



The largest number of wholesale establishments operated in the petroleum buiness, followed by those dealing in groceries and foods; farm products-consumer goods; farm products-raw materials; and machinery, equipment, and supplies. These five lines of trade accounted for 104,214 establishments or 63.5 percent of the total. However, from the standpoint of volume of business, as shown in Tables 2-A and 2-B and on Chart III, groceries and foods led all of the 25 kind-of-business groups, comprising 23.6 percent of the total volume of wholesale trade. Next in importance were the establishments dealing in farm products of the raw material type, with 12.1 percent of the business, followed by farm products-consumer goods, with 9.9 percent; petroleum and its products, with 7.1 percent; and dry goods, with 7.0 percent. While establishments dealing in petroleum and its products led in numbers, they contributed but 7.1 percent of the volume of wholesale trade, thus occupying fourth place on the basis of net sales. Other lines of trade with more than one billion dollars worth of business during the year were metals (except scrap) and machinery, equipment, and supplies. Thus, the seven kind-of-business groups reporting on annual volume of more than a billion dollars made up slightly more than two-thirds (67.4 percent) of the business.

Examination of the data in Tables 2-A and 2-B reveals the high degree to which wholesaling permeates the various lines of trade. Instead of being confined, as has been popularly believed, to so-called "jobbing" lines such as groceries, hardware, drugs, and dry goods, there is hardly a line of trade of any importance which does not move through wholesale channels, regardless of the newness of the products involved. These tables also show to what extent wholesale establishments specialized in the kind of merchandise handled. From such data it is possible to ascertain, for example, just how many wholesale establishments carried a general line of dry goods, how many of them confined themselves to knit goods, notions, or piece goods. Similar information can be obtained for the various lines of trade, showing not only the number of establishments carrying limited lines or general lines of a given type of merchandise, but the relative importance of each as measured by volume of business and their relative efficiency as measured by total operating expenses.

While it is true that kinds of business are not analogous to commodities, a rough relationship between the two does no doubt exist. Grocery wholesalers do sell, for the most part, grocery commodities, although some of the grocery commodities are also sold by wholesalers in other kinds of business. Nevertheless, on the basis of the rough relationship herein pointed out an examination of Tables 2-A and 2-B and Chart III yields interesting facts relative to elasticity of demand for various classes of commodities.

According to the figure presented in those tables, it would appear that the volume of trade in necessities such as groceries and foods, farm products-consumer goods, and the like, increased in relative importance during 1933 as the total volume of wholesale trade declined in comparison to 1929. It will be noted that the sales of groceries and foods constituted 23.6 percent of the total volume of wholesale trade in 1933 and but 19.2 percent of the business reported for 1929. Farm products-consumer goods increased in relative proportion from 8.4 percent for 1929 to 9.9 percent in 1933. Other significant increases in relative importance are to be noted for dry goods, petroleum and its products, and tobacco and its products, all of which have come to be regarded as necessities. On the other hand, durable goods as well as goods intended primarily for industrial consumption, have suffered the greatest decline as the income of the people of the United States fell precipitously since 1929. Large decreases are to be found in farm products-raw materials, which accounted for 17.0 percent of all trade in 1929, but only 12.1 percent of the wholesale business for 1933; metals (except scrap) declined from 6.4 percent to 3.8; electrical goods from 3.5 to 2.2; lumber and building materials from 3.1 to 1.6; and automotive products from 3.3 to 2.7. Little change had apparently taken place in certain of the semi-

durable lines of merchandise. Evidence to that effect is shown by the volume of business in the clothing and furnishings trade, which claimed 3.2 percent of the total in 1929 as against 3.1 percent of the total during 1933. Similarly, the position of the hardware trade was about the same, with 1.3 percent of the total in 1929 and 1.2 percent in 1933.

TYPES OF ESTABLISHMENTS, BY KIND OF BUSINESS.--Important as it is to have information for each kind of business or line of trade in detail, it is even more significant to have such data presented separately for each type of wholesaling organization. This has been done in Table 2-B of the reports. In that manner the accomplishments of a wholesaler in a given line of business may be compared with the accomplishments of all wholesalers operating therein, while the achievements of a manufacturers' sales branch can be compared with those of manufacturers' sales branches in the same line of trade. Such comparisons are of special interest to individual business enterprises and to the student of marketing.

Moreover, the information contained in Table 2-B is specific and pointed. To illustrate, under Wholesalers Proper, the classification known as "Groceries and Foods (except farm products)" is shown to be composed of wholesalers handling a general line of groceries, wholesalers specializing in confectionery and soft drinks, wholesalers of fish and sea foods, wholesalers of meats and meat products, and wholesalers handling other food and grocery specialties. For the entire grocery and food group the figures for 1933 show an increase in the number of establishments of 18.8 percent, as compared with 1929. However, wholesalers of general line groceries decreased in numbers during the same period by 35.0 percent, while wholesalers of confectionery and soft drinks increased in numbers by 41.0 percent. The increase in the number of establishments specializing in fish and sea foods was 29.7 percent, in the case of meats and meat products the increase was 2.5 percent, while wholesalers dealing in other food and grocery specialties a little more than doubled in the number of establishments. Obviously, the figure showing a change in the total number of wholesalers dealing in groceries and foods would be of little value to a wholesaler handling a general line of such items, or to any of the wholesalers specializing in some limited line of groceries.

From the standpoint of business volume, a detailed kind of business analysis throws much additional light. Illustrating again with wholesalers dealing in groceries and foods, the decrease in business in 1933 as compared with 1929 for the group as a whole was 42.1 percent, although the number of establishments for the group as a whole increased 18.8 percent. In contrast to the increase in the number of establishments for the group as a whole it is significant to note that wholesalers handling a general line of groceries decreased in numbers to the extent of 35.0 percent but the decline in their business was only 51.7 percent. On the other hand, wholesalers specializing in confectionery and soft drinks, while showing a healthy growth in numbers (41.0 percent increase) reported a decline in volume for the group of 30.0 percent. Similarly interesting is the fact that wholesalers dealing in "other food and grocery specialties" showed an increase of 100.7 percent in the number of establishments but a decline in volume of business of 21.4 percent. From these figures it would appear that, on the basis of average sales per establishment, general line wholesale grocers fared better during the depression that did specialty wholesalers in the grocery business.

Operating expenses reveal other important differences between wholesale establishments of the same type due largely to differences in the degree of specialization in merchandise. Wholesalers handling a general line of groceries reported a cost of doing business of 9.9 percent of net sales, as against 14.3 percent for specialty wholesalers in the grocery business, 14.5 percent for wholesalers of meats and meat products, 18.4 percent for whole-

salers of confectionery and soft drinks, and 19.7 percent for wholesalers of fish and sea foods.

From the statistics presented in Table 2-B, it should be possible for every wholesale establishment to compare its accomplishments with those of others operating on a similar basis. It should also be possible for anyone interested in a single line of business to compile from the data in Table 2-B a table which sets forth the relevant information by type of establishment in detail. An example of such a compilation for wholesalers proper in the hardware trade is appended below. Those interested only in wholesalers proper handling a general line of hardware may exclude from the figures, concerns dealing in hardware specialty lines exclusively.

SPECIAL CHARACTERISTICS OF WHOLESALE TRADE

SOURCES OF REVENUE FOR WHOLESALE ESTABLISHMENTS.--Table 3 (see page A-26) shows the composition of wholesale trade by sources of revenue. It shows to what extent the reported sales consisted of income from the sale of merchandise, or were in the form of receipts from rentals of space, machinery, etc. Of the $32,151,373,000 net sales reported by all wholesale establishments for 1933, the sale of merchandise represented $31,884,432,000, or 99.2 percent. The remaining $266,941,000 or 0.8 percent of the business was secured from the following sources: receipts from parking, storage, cleaning, etc., $62,047,000; receipts from space rental, $5,076,000; receipts from other sources, primarily rental of machinery and motion picture films, $199,818,000.

The amusement and sporting goods trade led in the importance of income from sources other than the sale of merchandise, principlaly because in that trade are included motion picture film exchanges whose product is distributed on a rental basis instead of being sold outright. Next in importance was the automotive products trade, with receipts from parking, storage, cleaning, etc., consisting to a considerable extent of revenue from repair work. For the same reason, machinery, equipment and supply concerns were third in importance; also because certain kinds of machinery are distributed on a rental basis. The two other important lines of trade in this respect were farm products-raw materials, and electrical goods, respectively, the first involving a considerable amount of storage and the second, mostly repair work.

TABLE VI.--WHOLESALERS PROPER ENGAGED IN THE HARDWARE TRADE FOR THE UNITED STATES, BY TYPE OF ESTABLISHMENT
1933 and 1929

(All values expressed in thousands of dollars)

Type of establishment	Number of establishments		Net sales		Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929	Amount	% of sales		Total	Part-time	
WHOLESALERS PROPER	1,176	1,249	$342,066	$714,528	$73,277	21.4	28,407	$39,147	$514	$115,162
Wholesale merchants	1,144	1,213	339,339	704,345	72,726	21.4	28,268	38,851	510	114,413
Exporters	4	9	853	1,645	60	7.0	20	43	...	11
Importers	19	16	1,503	3,743	392	26.1	91	204	2	561
Limited function wholesalers	9	11	371	4,795	99	26.7	28	49	2	177

9749

It is significant, however, that so little of the income derived by wholesale establishments had come from sources other than the sale of merchandise. It is probable that, with a few exceptions, receipts from services were secondary in nature and that such services were performed incidentally to the major operation of the business.

CREDIT BUSINESS OF WHOLESALE ESTABLISHMENTS.--Every wholesale establishment was requested to report how much of its total receipts during 1933 represented credit business. They were further instructed to include in the credit figures all sales made on weekly, 10-day, 30-day, end-of-month, instalment or on any other credit basis. However, not all of the establishments reported on this item. Whether the failure to reply to this inquiry denotes strictly cash business or represents an omission is difficult to say, the presumption being that it probably means that in most such cases business was done on a cash basis. Data on credit sales are shown in Table 4 (see page A-27). They are first summarized for each of the 19 types of wholesale organizations and then shown by twenty-five kinds of business under each of these 19 wholesale types.

Of the 164,170 wholesale establishments, 111,481 or 67.9 percent reported their credit business. The establishments so reporting represented 69.0 percent of the total volume of wholesale trade. For these establishments credit business constituted 82.4 percent of their net sales. Surprising as it may seem, manufacturers' sales branches reported a larger portion of business on credit than did wholesalers proper, the percentages being 92.0 as against 80.4. Moreover, sales branches without stocks sold 95.9 percent of their goods on credit, as compared with 90.6 percent credit business for sales branches with stocks. As many as 88.0 percent of the bulk tank stations operated on a credit basis, selling 56.4 percent of their goods on credit, while only 24.7 percent of the chain store warehouses extended credit to customers, but the sales of such warehouses that were made on credit terms constituted 66.4 percent of their net sales.

While the figures on credit sales reported by bulk tank stations may appear surprising, the fact remains that most filling stations to which they sell are independently owned and operated. In the case of chain store warehouses, the 24.7 percent of the establishments reporting credit sales made up but a small proportion of the business of the group, so that their credit sales amounted only to 5 percent of the sales made by all warehouses.

Another interesting feature is revealed by the credit sales data for agents and brokers. While only 56.4 percent of such functional middlemen operated on a credit basis, their sales on time represented 90.4 percent of their total volume. Selling agents apparently found it necessary to extend credit more extensively than any other type of functional middlemen. Over three-fourths of the selling agents (75.8 percent) extended this privilege to their customers and in such cases practically all of their sales were made on credit (97.9 percent). Credit as a selling device was utilized the least by cream stations, probably because most of them are owned and operated by larger companies for whom such products are bought, followed next by assemblers of farm products. As a group, assemblers and country buyers made the least use of credit, partly for the reason mentioned under cream stations and partly because they deal in raw commodities for which there is a ready cash market at all times.

Even for a given type of wholesaling, the amount of business done on a credit basis varied considerably with the line of trade involved. For example, in the case of wholesale merchants, 74.3 percent presumably operated on a credit basis, selling 80.5 percent of their goods on such a basis. However, in the hardware trade, 91.2 percent of the wholesale merchants extended credit, making such sales to the extent of 88.3 percent of their total.

On the other hand, only 35.9 percent of the wholesale merchants operating in the waste material business sold on credit, but the volume of credit business represented 84.3 percent of the net sales of those reporting on the item. Judging on the basis of the number of wholesale merchants selling on credit, the following lines of trade led in the order mentioned: hardware, paper and its products, plumbing and heating equipment and supplies, dry goods, lumber and building materials, chemicals, and electrical goods. On the basis of the total volume of credit business as a percent of net sales of the concerns reporting on the item, wholesale merchants in the general merchandise field occupied first place, followed by those dealing in dry goods, clothing and furnishings, metals (except scrap), and paper and its products.

Obviously, credit was used to a larger extent in domestic trade than in foreign commerce, at least as far as wholesale establishments are concerned. While 88.1 percent of the importers sold on credit, only 51.7 percent of the exporters operated on such a basis. Furthermore, of those reporting credit business, in the case of importers, 86.0 percent of the volume represented credit sales, as compared with 67.3 percent of the volume of exporters reporting credit business.

The use of credit was apparently so pervasive that even limited function wholesalers which include, among others, cash-and-carry wholesalers, found it necessary to resort to it of this group, 49.0 percent extended credit accommodations, selling 78.6 percent of their goods on such terms. The extent of credit sales by wholesale establishments indicates the degree to which the wholesaling structure is called upon to finance the business of their customers, thereby lessening the burden of financial institutions. Thus, trade credit in the mercantile field, as evidenced by the census figures, is an important supplement to the financial credit extended by banks, finance companies, and other such institutions.

DISTRIBUTION OF SALES BY OUTLETS.--In this census, information was obtained from the various wholesale establishments relative to the major types of customers served by them. Each respondent was requested to indicate the portion of total sales of the establishment made: (1) to retailers (for resale), (2) to home consumers (at retail), and (3) to industrial users. Of the 164,170 wholesale establishments covered by the census, 134,335 or 81.8 percent were able to furnish this information directly from their books or on the basis of carefully prepared estimates. These establishments represented 81.7 percent of the total volume of wholesale trade. The distribution of their sales, as shown in Table 5 (see page A-36) and on Chart IV, was as follows: 52.2 percent to retailers, 28.8 percent to industrial users, and 2.2 percent to home consumers. The remainder, consisting of 16.8 percent, obviously represented sales made by one wholesale establishment to another. Particularly is this latter practice true of such wholesale types as agents and brokers and of assemblers and country buyers. In many cases this item was checked by correspondence with respondents, in order to insure accurate treatment of the data.

It is thus possible, for the first time, to determine, with a fair degree of exactness, the amount of duplication involved in wholesale trade figures, i. e., the extent to which the same goods were sold two or more times at wholesale. If it is assumed that the 81.8 percent of the establishments, reporting a distribution of their sales, are representative of all the establishments covered by the census, the above percentages may be applied to total sales in order to determine the total dollar volume of business flowing through wholesale channels to the various types of outlets.

WHOLESALE DISTRIBUTION: 1933

CHART IV.– SUMMARY OF WHOLESALE SALES BY TYPE OF OUTLET

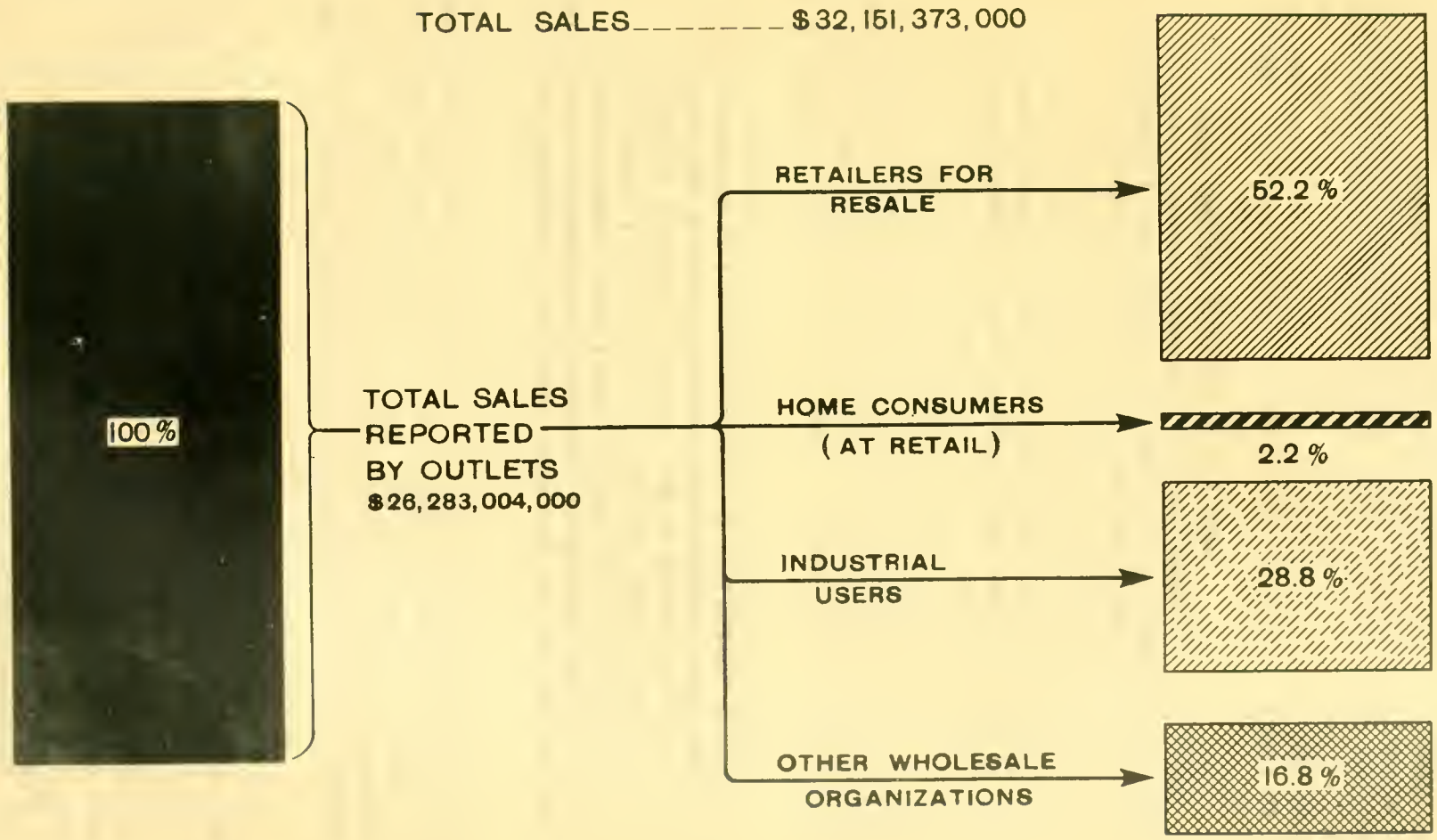


CHART V.—WHOLESALE SALES BY OUTLET AND TYPE OF ESTABLISHMENT

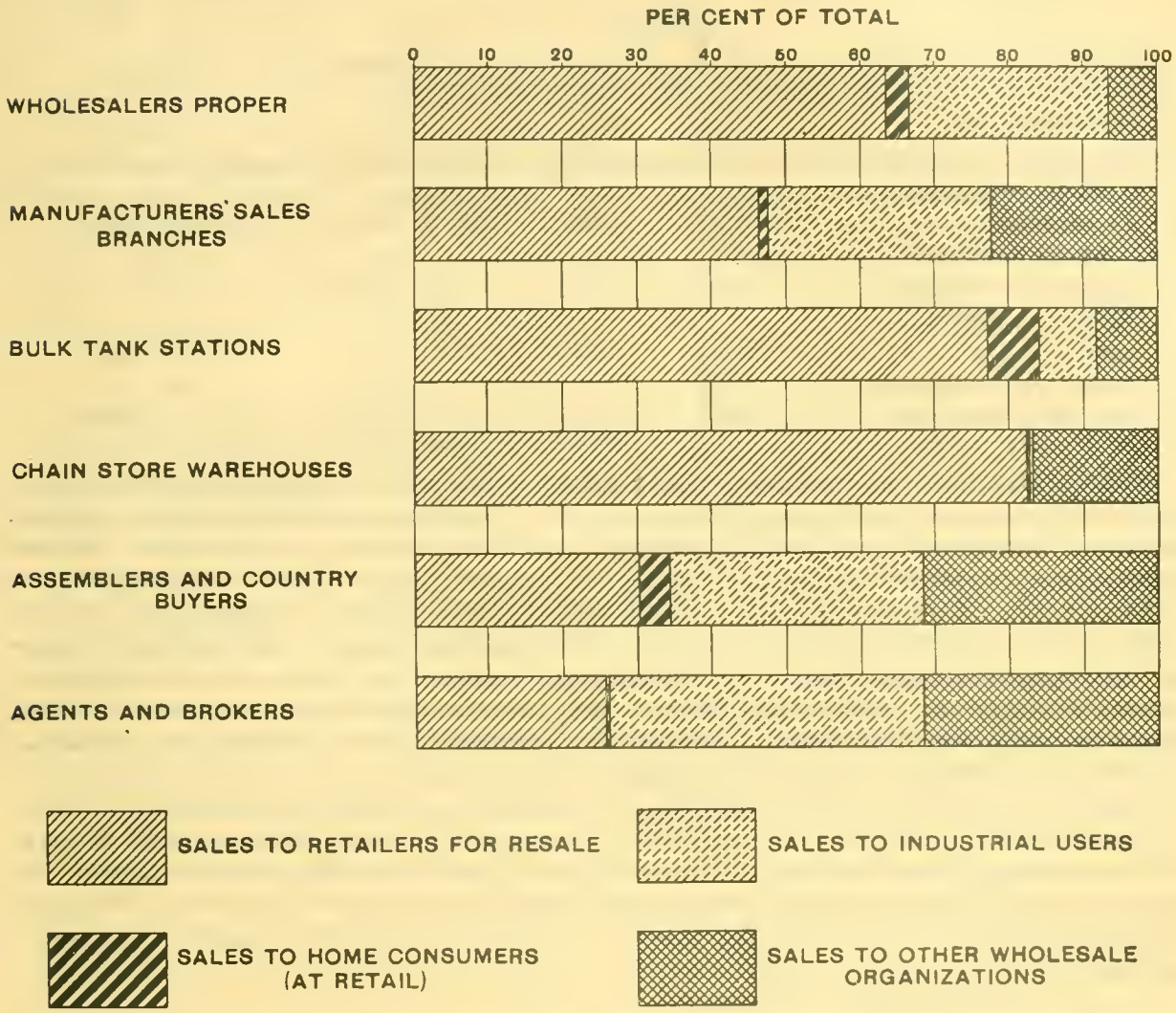


TABLE VII.--PERCENT OF WHOLESALE SALES FOR REPORTING ESTABLISHMENTS, BY TYPE OF OUTLET: 1933

Outlets	Wholesalers proper	Manufacturers' sales branches	Bulk tank stations	Chain store warehouses	Assemblers and country buyers	Agents and brokers
Sales reported by outlet	100.0	100.0	100.0	100.0	100.0	100.0
Sales to retailers for resale	63.4	46.4	76.7	82.7	30.3	26.1
Sales to home consumers (at retail)	3.2	1.2	7.6	0.1	4.1	0.2
Sales to industrial users	26.8	30.4	9.5	0.2	33.9	41.2
Sales to other wholesale organizations	6.6	22.0	6.2	17.0	31.7	32.5

SALES TO RETAILERS.--Obviously, not all types of wholesale organizations sold the same proportion of goods to a given outlet (see Chart V). Chain store warehouses, most of which supply their own stores, reported 82.7 percent of their business to retail stores. The remainder of their business consisted primarily in sales to other wholesale organization. In this latter figure are included sales of merchandise of own manufacture made to wholesalers as well as sales by such concerns as the Atlantic Commission Company which sells farm produce to other middlemen in addition to supplying the needs of the parent organization--The Great Atlantic and Pacific Tea Company. Bulk tank stations which are similar in many respects to chain store warehouses, reported 76.7 percent of their business to retailers, 26.8 percent to industrial users, 3.3 percent to home consumers, and but 6.6 percent to petroleum marketers and to other wholesale organizations. As was to be expected, wholesalers proper dealt primarily with retailers, 63.4 percent of their business being accounted for by sales to retail outlets. It is significant that such a large proportion of the business of manufacturers' sales branches also represented sales to retailers (46.4 percent) and the same may be said of assemblers and country buyers and of agents and brokers (see Table VI).

SALES TO HOME CONSUMERS.--The home consumer normally buys goods at retail for personal or family consumption. When so purchased, commodities are completely removed from trade channels. While it is not the general practice of wholesale houses to sell directly to the public for personal consumption, and no establishment has been included in the wholesale census whose major operations involved dealings with home consumers, many wholesale organizations do sell limited quantities of goods to ultimate consumers. The smallest proportion of total sales made to home consumers was reported by chain store warehouses, followed by agents and brokers. Bulk tank stations sold as high as 7.6 percent of their volume in such manner, with wholesalers proper taking second position with 3.2 percent of their volume thus disposed of. To what extent such sales were made as a matter of accommodation or as a matter of regular business practice is somewhat difficult to state.

SALES TO INDUSTRIAL USERS.--As already indicated in a previous connection, a large number of wholesale establishments dealt in industrial goods. Such products are sold primarily to factories, oil wells, mines and quarries, hotels, public utilities, railroads, institutions, and to various wholesale, retail, and service places of business. The goods so purchased are either converted into more finished products or are used in the conduct of

the business rather than for resale in the same form. Such goods consequently consist of raw materials, semi-manufacturers, parts, machinery, equipment, and supplies. The largest proportion of business consisting of sales to industrial users was reported by agents and brokers.

The kinds of business leading in sales to industrial users vary, depending upon the type of agency involved. To illustrate, the bulk of the sales to industrial users reported by selling agents was in the dry goods trade. About one-half of the sales to industrial users reported by manufacturers' agents were made in two lines of trade, namely, dry goods, and machinery, equipment, and supplies. On the other hand, the largest proportion of sales to industrial users reported by commission merchants was in the farm products-raw material trade, followed by dry goods, while in the case of brokers considerably over one-half of the sales made to industrial users was concentrated in the grocery and food trade and in farm products of the raw material type.

Next to agents and brokers, assemblers and country buyers led in the proportion of their sales made to industrial users, followed by manufacturers' sales branches and then by wholesalers proper. The smallest volume of such business was reported by chain store warehouses. However, from the standpoint of total business done with industrial users, wholesalers proper took first place, agents and brokers were second in importance, and manufacturers' sales branches ranked third. Not unlike the case illustrated above in connection with agents and brokers, considerable variation may be noted in the relative importance of sales to industrial users, according to the kind of business in which the wholesale establishments operated. For example, sales to industrial users reported by manufacturers' sales branches with stocks, were made principally by the establishments operating in the machinery, equipment, and supply trade; in the electrical trade; in groceries and foods; and in chemicals. Sales to industrial users reported by manufacturers' sales branches without stocks operated mainly in the metal (except scrap) trade, followed by the machinery, equipment, and supplies trade and by the dry goods trade.

DUPLICATION OF WHOLESALE SALES.--A principal contribution to our knowledge of the subject made by the data presented in Table VI above, and in Table 5 of the wholesale census reports, lies in the information on sales to other wholesale organizations. For the first time it has been possible to secure reliable statistics on duplication of sales by wholesale establishments. Of the total sales broken down by outlets, 16.8 percent represented the extent to which wholesale houses sold to one another. It is probable that if a break-down had been obtained for all establishments, the percentage of duplication would have been somewhat larger. The schedule used in the Census of American Business did not specifically provide for a report on sales to other wholesale organizations. This information was obtained primarily by subtracting from total net sales of those establishments which reported a break-down, the sum of their sales to retailers, to home consumers, and to industrial users. It may well be that some establishments failed to give a distribution of their sales because none of their business involved sales to retailers, to home consumers, or to industrial users, but consisted instead of sales to other wholesale organizations.

Nevertheless, it is significant that 84.8 percent of the agents and brokers who reported a distribution of sales by outlets, indicated duplication only to the extent of 32.5 percent of their business. For some time it has been assumed by students of distribution that practically all sales made by agents and brokers were of this type. A similar revelation is to be found in connection with assemblers and country buyers which reported only 31.7 percent of their business as consisting in sales to other wholesale establishments. The least amount of duplication was reported by bulk tank stations, followed by wholesalers

proper. Of the $11,838,698,000 worth of business of wholesalers proper that was broken down by outlets, only $784,232,000 or 6.6 percent represented sales made by one wholesaler to another. The figures in Table 5 of the United States Summary also indicate that the principal competitor of the conventional wholesaler is not the newer type wholesaler but the manufacturer's sales branch and that the wholesaler must compete directly, to a considerable extent, with agents and brokers, and to some degree also with assemblers and country buyers.

EMPLOYMENT IN WHOLESALE TRADE.--The wholesale establishments of the United States employed during 1933, an average of 1,096,977 full-time paid employees and 125,943 part-time employees. In addition, they used the full-time services of 94,487 proprietors and firm members, thus providing employment for 1,317,407 persons. This number constitutes a group larger than the population of Los Angeles, California and almost equal to the combined population of Boston and Pittsburgh. The significance of wholesale trade as a source of employment is indicated largely in Table 6, (see page A-46) although the other tables also throw light on the subject.

The largest number of full-time employees was absorbed by the grocery and food trade. Next in importance was farm products-consumer goods, and third position was occupied by petroleum and its products. These three kinds of business together gave employment to 464,644 men and women on a full-time basis, representing 42.4 percent of all full-time paid employees engaged in wholesale distribution.

The total number of full-time and part-time employees was divided into 1,003,097 males and 219,823 females. The estimate, by sex, is based on the sex distribution reported for the total number of employees as of December 30, 1933; the percent of women shown separately relates to the same date. Women employed in wholesale trade constituted 17.9 percent of all paid employees. This ratio varied considerably with the lines of trade. It was as low as 5.8 percent in the petroleum trade, and as high as 39.4 percent in the amusement and sporting goods trade. Second in importance, from the standpoint of employment of women in relation to total, was clothing and furnishings with 33.8 percent, followed by drugs and drug sundries with 30.6 percent. The trades showing the smallest relative employment of women, other than petroleum, were lumber and building materials, coal, and automotive products.

Table 6 also presents the number of full-time and part-time employees as of the fifteenth of each month, for each kind-of-business group, and a monthly index of employment for wholesale trade as a whole. If the average number of full-time employees be expressed as 100, October, November and December showed an improvement over January, February, and March of 11 points. Similarly, the peak of part-time employment was reached in November, which was 24 points higher than the low recorded in March.

The figures in Table 6 show both seasonal variations in wholesale business as a whole, and in different lines of trade, and they also reflect a cyclical improvement which became especially noticeable during the last five months of 1933. Just how much of the variation is due to one or the other of the two major factors, can not be stated with accuracy, for it is probable that some lines of trade responded more quickly to betterments of a cyclical nature than was true of others. To measure exactly the effect upon employment in the different lines of trade, of improvements in general business conditions as distinguished from seasonal fluctuations, would require a knowledge that can not be gleaned directly from the figures presented in the census.

As compared with 1929, the average number of employees, full-time and part-time combined, engaged in wholesale trade during 1933. was 23.6 percent lower. The total pay roll of such employees, on the other hand, declined 42.9 percent. On the average, the decrease in earnings of employees engaged in wholesale trade approximated 25 percent. Inasmuch as the cost of living index declined about the same amount during the period in question, the decrease in average earnings per employee in wholesale trade was about equal to the decline in the cost of living.

INVENTORIES OF WHOLESALE ESTABLISHMENTS.--One of the primary functions of wholesale places of business is to maintain surplus reserves of commodities at strategic points throughout the Nation. Only in that way can retailers secure prompt delivery of goods ordered, and thus operate at reasonable cost and with a minimum of stock. It is also generally recognized that wholesale organizations as a group can store goods probably with greater economy than either producer or retailer. The extent to which wholesale establishments perform this function is indicated, in part, by statistics showing stocks on hand at the end of the year, valued at cost or at replacement prices. While it is possible that the inventories as of the end of the year were not representative of the volume of goods kept in stock throughout the year, the figures are, nevertheless, worth while, at least for comparison purposes.

All wholesale establishments maintained a total of $3,013,179,000 in inventories, the equivalent of 9.4 percent of net sales (see Tables 1, 2A, and 2B). Wholesalers proper accounted for the largest proportion of this total, maintaining inventories to the extent of $1,982,758,000 or 15.3 percent of their net sales. Of this group, wholesale merchants maintained the most important reservoir of merchandise inventories. Their stocks represented 15.4 percent of net sales. At the other extreme, under wholesalers proper, were the limited function wholesalers with inventories comprising 4.4 percent of their net sales.

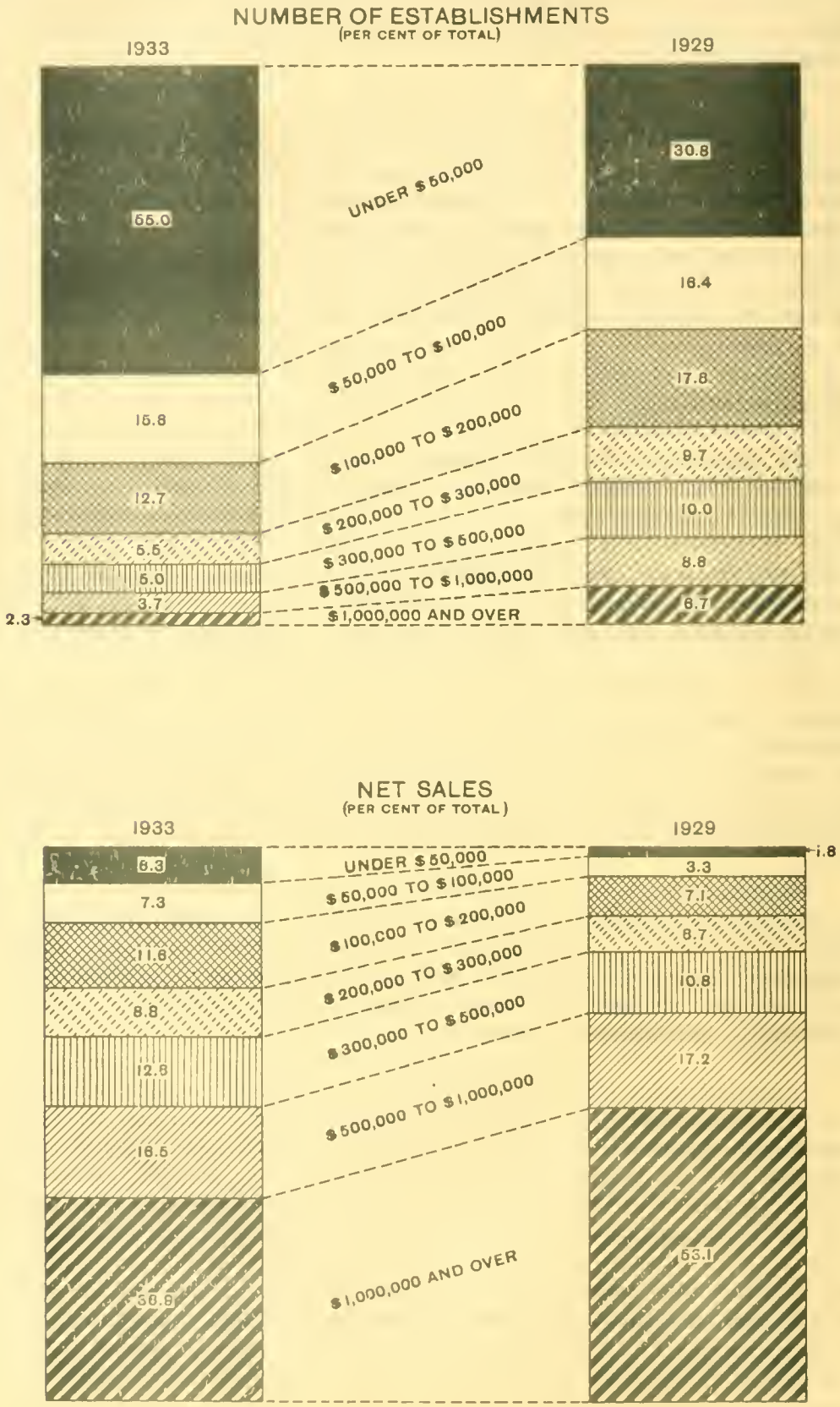
It is interesting to note that manufacturers' sales branches with stocks carried substantial inventories, the ratio of inventories to sales being 10.7 percent. The smallest inventories, in proportion to sales volume, were reported, naturally, by agents and brokers, followed by chain store warehouses and bulk tank stations. Substantial variations in the amount of stock carried, in relation to sales, may also be noted as between the various kinds of business or trade groups, shown in Table 2A and 2B.

Attention must be called to the fact that the above ratios do not represent stock-turn figures, inasmuch as the stocks on hand are shown at cost or replacement values, whereas sales are given at selling prices. In order to obtain approximate stock-turn figures, it would be necessary to reduce the sales of the wholesale establishments involved to a cost basis, by subtracting therefrom total operating expenses, which may be presumed to have approximated gross margins during 1933.

DISTRIBUTION OF NET SALES BY SIZE OF ESTABLISHMENT.--Table 7 (see page A-47) presents data for wholesale merchants and for manufacturers' sales branches, by size of establishment and kind of business. It shows for each kind of business, by size groups, the number of establishments; the average number of full-time employees; and total expenses, expressed in amounts and as a percent of net sales. The relative importance of establishments in the various size groups operated by wholesale merchants is depicted on Chart VI.

Of the 79,032 establishments operated by wholesale merchants, 43,447 or 55.0 percent had an annual average sales volume of less than $50,000, and accounted for but 6.3 percent of the business of all wholesale merchants. This compares with 30.8 percent of the establishments with less than an average of $50,000 in annual sales during 1929, doing 1.8 percent of the total business for the year. Thus, wholesale establishments with sales under

CHART VI.—**ESTABLISHMENTS AND SALES OF WHOLESALE MERCHANTS BY NET SALES SIZE GROUPS, 1933 AND 1929**



$50,000 were relatively more important during 1933 both from the standpoint of numbers and the proportion of net sales for the year. Over one-sixth (15.8 percent) of all wholesale merchant establishments during 1933 reported an average annual business of $50,000 to $100,000, as compared with almost a similar proportion (15.4 percent) of the wholesale merchant establishments during 1929 appearing in the same size group. However, the establishments in this size group during 1933 contributed 7.3 percent of the total volume of wholesale trade, while those in 1929 contributed only 3.3 percent of the total volume. At the other extreme one finds 36.9 percent of the business reported by all wholesale merchant establishments in the hands of 1,827 units, with a million dollars and over per annum, which constituted but 2.3 percent of all such establishments, while an additional 16.5 percent of the business was reported by 3.7 percent of the establishments with average annual sales of $500,000 to $1,000,000. It would thus appear that 70.8 percent of the establishments operated by wholesale merchants, with annual sales during 1933 under $100,000, accounted for 13.6 percent of the volume of business, while 6 percent of the establishments, with annual net sales of $500,000 and over, contributed 53.4 percent of the business.

OPERATING EXPENSES IN WHOLESALE TRADE

It is probable that, with the exception of the first Census of Wholesale Distribution, this Census presents a more comprehensive analysis of expenses incurred in the wholesaling of goods, than has ever before been available on so wide a scale. The 164,170 wholesale establishments in the United States expended a total of $3,710,233,000 in operating costs. This figure, which constitutes 11.5 percent of total net sales by all wholesale establishments, has significance only in a general way. It indicates the net wholesale m rgin or the amount which wholesale organizations added to the cost of goods sold in 1933, as a result of actual money outlays incident to such business. Since no figures were secured on net profits or on the cost of goods sold, the actual wholesale mark-up can only be estimated. In the wholesale field, however, net profit percentages are usually so small, and this was particularly true during 1933, that it may well be assumed that total expenses approximated gross margins.

OPERATING EXPENSES IN RELATION TO TYPE OF ESTABLISHMENT.--Total expenses varied considerably with the type of wholesaling and with the line of trade involved. For wholesalers proper they represented 15.0 percent of net sales, while manufacturers' sales branches had a cost of only 12.5 percent. Bulk tank stations reported a cost of doing business of 19.7 percent; chain store warehouses, 4.5 percent; assemblers and country buyers, 9.8 percent; and agents and brokers, 3.2 percent. Even within a given type group considerable differences may be noted in costs of doing business. To illustrate, under the "wholesalers proper" group, wholesale merchants reported total expenses of 15.8 percent, while exporters had a cost of only 6.1 percent. Similarly, brokers had total expenses of 1.7 percent, while costs of doing business reported by manufacturers' agents represented 6.8 percent of their sales. Such variations in cost are no doubt explained to a large degree by the differences in functions performed.

OPERATING EXPENSES IN RELATION TO KIND OF BUSINESS.--Considerable differences in costs of doing business may also be noted as between different kinds of business. Wholesale merchants, for example, while reporting a cost of 15.8 percent for all kinds of business combined, reported total expenses of 24.6 percent in amusements and sporting goods group, 23.1 percent in the automotive products group, 20.4 percent in chemicals, 16.0 percent in clothing and furnishings, 13.1 percent in coal, 16.6 percent in drugs and drug sundries, 13.5 percent in dry goods, 22.3 percent in electrical goods, 7.8 percent in farm products-raw materials, 14.9 percent in farm products-consumer goods, etc. Even within a single kind-of-business group and a given type of wholesale organization expenses varied as between the

different kind-of-business sub-groups. In the chemical group, for example, establishments specializing in naval stores had a cost of doing business of 3.6 percent of sales, while those dealing primarily in paints and varnishes had a cost as high as 27.2 percent. In the case of drugs and drug sundries, wholesale merchants handling a general line of drugs operated at a cost of 15.1 percent of sales, while those specializing in toilet articles and preparations reported a cost of 32.0 percent. Thus, the range of expense ratios, by types of wholesale distribution, for all kinds of business combined, showed a variation from a low of 1.7 percent for brokers, to a high of 19.7 percent for bulk tank stations. By kind of business, for all types of distributors combined, the range of expense ratios showed a variation from a low of 2.1 for dealers in live stock to a high of 43.4 for establishments dealing in musical instruments and sheet music.

OPERATING EXPENSES IN RELATION TO STOCKS ON HAND.--Some of the variation in the cost of doing business of different wholesale organizations in a given line of business, or of the same type of wholesale organization in different lines of business, is due to the nature of the functions performed. Service wholesalers which perform practically all of the wholesaling functions and are designated for census purposes as "wholesale merchants" would naturally be expected to operate at a relatively high cost. Not only do they carry adequate stocks, but they also grant credit, furnish delivery service, assist and advise their customers, etc. In contrast to wholesale merchants are limited function wholesalers who operated at a cost of 11.5 percent of sales, due principally to a curtailment in services. This fact stands out prominently in connection with manufacturers' sales branches. Those branches which did not carry stocks had a cost of doing business of 7.4 percent of net sales. Such cost was a little more than double (14.9 percent) for sales branches with stocks.

OPERATING EXPENSES IN RELATION TO CREDIT BUSINESS.--The excellent correlation between expenses and functions has already been suggested through the stocks carried, which involve the performance of the warehousing function. This is further corroborated by the expenses of concerns operating on a credit basis. A comparison of total expenses in Table 1 and 2B with those shown in Table 4 reveals the fact that in practically all cases concerns extending credit to their customers had a higher cost of doing business, as might well be expected. While total expenses for all wholesale establishments were 11.5 percent of sales, for those operating on a credit basis they constituted 13.4 percent of sales. This is but a rough comparison. To determine the extent of the difference exactly, it would be necessary to subtract the sales of concerns reporting credit business from the total sales of all establishments, in order to ascertain the volume of business done by establishments which presumably sold strictly for cash. It would then be necessary to deduct the total expenses, in dollars, incurred by the establishments operating on a credit basis, from the total expenses reported by all wholesale establishments. When the difference in operating expense amounts is divided by the sales of concerns presumably selling for cash only, it appears that their costs of doing business were 7.5 percent of sales, as compared with 13.4 percent for those selling on credit. Nevertheless, even a rough comparison is illuminating.

For all wholesalers proper, total expenses were 15.0 percent of net sales, compared to 15.8 percent for those operating on a credit basis. Expenses of all wholesale merchants (a subdivision of wholesalers proper) were 15.8 percent; of those extending credit, 16.5 percent. In the case of exporters, operating expenses of those doing business on credit were 7.9 percent of sales, as against 6.1 percent for all exporters.

Table VIII has been designed to show the expense ratios of establishments operated by wholesale merchants (service wholesalers) on a credit basis in comparison with those which

did not report credit sales and are therefore presumed to have sold only for cash. These expense ratios, expressed in percentages of net sales, are shown for each of the 25 kind-of business groups. The table also shows the average sales per establishment on a kind-of-business basis for credit and non-credit establishments, respectively.

In 14 of the 25 kind-of-business groups in which wholesale merchants operated, operating expenses of those extending credit accommodations to their customers were higher than for those which did not render the credit function. In three kind-of-business groups (clothing and furnishings, dry goods, and petroleum and its products), expenses were approximately the same, regardless of the extension of non-extension of credit, while in eight cases expenses were somewhat lower for those operating on a credit basis.

The data on credit sales, shown in Table 4 of the United States Summary and in Table VIII of this chapter, reveal several important points. Among them should be mentioned the fact that the performance of the credit function involved additional expense over those operating on a non-credit basis. This was true of 14 of the 25 kind-of-business groups in the case of wholesale merchant establishments. However, the added expense incident to credit extension, even in these 14 kinds of business was relatively small, due no doubt to the additional business secured as a result of the credit function. For many years credit has been recognized as a potent business force and as a sales promotional device. It is more than mere coincidence that in 10 of the 14 kinds of business, wholesale merchant establishments selling on credit operated on a larger scale than those selling for cash. It is also more than mere coincidence that in all of the eight kinds of business in which wholesale merchants reporting credit sales had lower operating expenses, the average size of the business unit was larger than obtained for non-credit places of business. The same was true of the three kinds of business in which operating expenses were approximately the same for credit and non-credit establishments. From this evidence it may be inferred, that while credit operation adds to the costs of doing business the additional expense is relatively small and is, in many cases, more than offset by the economies accruing from larger business volume attracted through the credit privilege.

OPERATING EXPENSES IN RELATION TO TYPE OF CUSTOMERS.--Another factor in the variation of operating expenses lies in the type of outlets served, which in turn determines the variety of services required and the average size of individual purchases. It is probable that concerns selling principally to industrial users or to other wholesale organizations, and hence in larger quantities, would show a lower cost of doing business, as compared with wholesale establishments of the same type and in the same line of business, whose principal sales are to retailers, and still lower than those who also cater to home consumers. It may be that an exhaustive statistical study of the data presented in Table 5 showing operating expenses for establishments reporting a distribution of sales by outlets, will shed some some light on the subject.

SIZE OF THE BUSINESS UNIT AND ITS EFFECT UPON OPERATING EXPENSES. --One of the important contributions to the theory of cost variation lies in the analysis of operating expenses of two homogeneous types of wholesaling, namely, wholesale merchants and manufacturers' sales branches with stocks. Data for each of these wholesale types are presented in Table 7 of the United States Summary by kind of business and by size of the business unit. For all wholesale merchants together, the average operating cost during 1933 was 15.5 percent of net sales. Small scale establishments operated by wholesale merchants, with annual sales under $10,000, reported operating costs of 35.5 percent, while those with annual sales of $10,000 to $50,000 showed a cost of 25.7 percent of net sales. As the average size of the business establishment increased the total expense ratio decreased until it reached a low of 10.1 percent of sales for establishments with annual business of $10,000,000 and over. This evidence that operating expenses declined as the size of the business increased

TABLE VIII - Operating Expenses and Average Sales per Establishment for Wholesale Merchants reporting Credit Sales.

Kind of Business	Expense ratio of establishments		Average sales per establishment	
	Reporting credit sales	Not reporting credit sales	Reporting credit sales	Not reporting credit sales
Total	16.5	12.6	$166,000	$92,000
Amusement and sporting goods	22.4	36.7	94,000	44,000
Automotive products	24.1	17.9	84,000	73,000
Chemicals	22.1	10.7	150,000	167,000
Clothing and furnishings	16.0	16.1	152,000	67,000
Coal	14.9	6.0	302,000	367,000
Drugs and drug sundries	17.3	13.0	380,000	166,000
Dry goods	13.5	13.2	271,000	152,000
Electrical goods	22.3	23.3	143,000	59,000
Farm products-raw materials	9.1	6.7	341,000	479,000
Farm products-consumer goods	15.0	14.3	182 000	76,000
Farm supplies	18.2	13.0	117,000	151,000
Furniture and house furnishings	22.3	24.4	108,000	53,000
General merchandise	17.9	7.7	875,000	129,000
Groceries and foods (except farm products)	13.4	11.5	205,000	78,000
Hardware	21.4	22.2	301,000	255,000
Jewelry and optical goods	26.3	16.3	66,000	43,000
Lumber and building materials (other than metal)	25.5	23.8	103,000	67,000
Machinery, equipment and supplies (except electrical)	25.0	31.4	89,000	35,000
Metals (except scrap)	22.1	18.0	165,000	88,000
Paper and its products	21.4	22.9	153,000	85,000
Petroleum and its products	17.7	17.5	135,000	87,000
Plumbing and heating equipment and supplies	24.4	46.0	108,000	31,000
Tobacco and its products (except leaf)	6.5	5.9	377,000	150,000
Waste materials	18.0	18.5	94,000	20,000
All other products	19.1	17.7	101,000	39,000

is not uniform for all kinds of business. As a general rule operating costs decreased as the business of the establishments increased from the lowest two brackets to those establishments which had net sales of from $50,000 to $100,000 during the year. The few exceptions to this statement are found in kinds of business where the number of establishments was too small to have any special significance. As the establishments reached beyond the $100,000 annual sales mark, the tendency is still for operating expenses to decline, but exceptions become numerous.

In Table IX, an attempt has been made to show what happened to operating expenses as the size of the establishment increased, separately for wholesale merchants and for manufacturers' sales branches with stocks. In the case of wholesale merchants, it is interesting to note that in all 25 kind-of-business groups, operating expenses were lower for establishments with average annual sales of $10,000 to $50,000, as compared to those in the lower sales bracket (under $10,000). As the size of the establishment grew, expenses did not always decrease, so that in the case of establishments with annual sales of $300,000 to $500,000 only 19 kinds of business showed lower costs over establishments in the next smaller size group while in 6 kinds of business the expenses were actually higher. A similar situation was found in the next higher size group. This would seem to suggest that in some kinds of business, the optimum size of the business unit may be found in the middle-sized groups, while other kinds of wholesale business may be more subject to decreasing costs. It is also evident that the very small units were the most expensive.

For manufacturers' sales branches with stocks, the optimum size would seem to be reached in the majority of kinds of business at even a lower level than for wholesale merchant establishments. Thus, 12 of the 23 kind-of-business groups with establishments in the $200,000 to $300,000 size group either had higher costs than those with sales of $100,000 to $200,000 or the costs were the same. However, as the size of the establishment grew beyond the $1,000,000 volume, the majority of the kinds of business showed lower expenses. From these data it may be inferred that as far as sales branches (with stocks) are concerned, the very small establishments were the most expensive, and that for some kinds of business the optimum size is reached at a relatively low volume while for other kinds of business large units are the most profitable until the $5,000,000 to $10,000,000 size group is reached when many of the establishments begin to have higher costs than those of the preceding size group.

PAY ROLL AS A PART OF OPERATING EXPENSES.--Pay roll, exclusive of the compensation of proprietors and firm members, was 5.3 percent of the net sales reported by all wholesale establishments for 1933. It accounted for 46.2 percent of total reported expenses. Pay roll varied considerably with the different functional types of wholesale organizations. For wholesalers proper it was 47.6 percent of their expenses. For manufacturers' sales branches, it represented 45.2 percent of total expenses. The larger proportion of expenses in pay roll on the part of manufacturers' sales branches, as compared with wholesalers, may be explained in part by the fact that all executives for sales branches have been included among paid employees, whereas in the case of wholesalers proper a number of establishments were operated by proprietors and firm members whose compensation was not included in the reported pay roll. It is also interesting to note the difference in pay roll as between those branches that carried stocks and those which did not. For the first type of manufacturers' sales branch, pay roll was 6.6 percent of sales and 44.1 percent of operating expenses. Manufacturers' sales branches without stocks had a pay roll of but 3.7 percent of net sales, although it constituted only a little more than one-half of the expenses (50.2 percent). In the case of bulk tank stations, pay roll comprised 41.0 percent of operating expenses; for chain store warehouses it was 43.8 percent; for assemblers and country buyers, 44.7 percent; and for agents and brokers, 49.0 percent.

TABLE IX.--OPERATING EXPENSES, BY KIND OF BUSINESS, IN RELATION TO SIZE OF ESTABLISHMENT

Size group	Total expenses, percent of net sales	Number of kind-of-business groups in which operating expenses were, as compared with preceding size groups 1/		
		Lower	Higher	Same
WHOLESALE MERCHANTS				
Under $10,000	35.5	...	...	...
$10,000 to $50,000	25.7	25	...	...
$50,000 to $100,000	21.1	24	1	...
$100,000 to $200,000	19.0	21	2	2
$200,000 to $300,000	17.0	22	3	...
$300,000 to $500,000	14.6	19	6	...
$500,000 to $1,000,000	13.9	19	5	1
$1,000,000 to $2,000,000	13.4	17	8	...
$2,000,000 to $5,000,000	12.2	15	10	...
$5,000,000 to $10,000,000	11.1	14	5	1
$10,000,000 and over	10.1	7	4	1
MANUFACTURERS' SALES BRANCHES - WITH STOCKS 2/				
Under $10,000	14.2	...	...	...
$10,000 to $50,000	31.8	20	3	...
$50,000 to $100,000	29.6	16	7	...
$100,000 to $200,000	25.6	19	3	1
$200,000 to $300,000	22.4	11	9	3
$300,000 to $500,000	17.8	16	6	...
$500,000 to $1,000,000	16.1	16	6	....
$1,000,000 to $2,000,000	14.5	15	6	1
$2,000,000 to $5,000,000	12.3	15	4	1
$5,000,000 to $10,000,000	11.8	7	4	....
$10,000,000 and over	8.1	4	4	.....

1/ For several trades no establishments appeared in some of the larger size groups, hence the sum of the Lower, Higher, and Same columns varies as between groups.

2/ Manufacturers' sales branches were found in only 23 of the 25 trades.

Inasmuch as operating expenses varied with the different kinds of business, the same may be expected of pay roll, which is the most important item of operating expenses in the wholesale business. In no kind-of-business group was pay roll less than 34.4 percent of total expenses; in 3 kinds of business it was less than 40.0 percent; in 16 kind-of-business groups it was from 40.0 to 50.0 percent of total expenses; and in 6, pay roll exceeded 50.0 percent of the costs of doing business.

TABLE X - PAY ROLL AS A PERCENT OF TOTAL EXPENSES, BY KINDS OF BUSINESS: 1933

Total	46.2
Amusement and sporting goods	49.9
Automotive products	49.8
Chemicals	43.0
Clothing and furnishings	48.2
Coal	45.8
Drugs and sundries	43.7
Dry goods	51.3
Electrical goods	50.8
Farm products-raw materials	38.8
Farm products-consumer goods	45.0
Farm supplies	42.9
Furniture and house furnishings	49.2
General merchandise	39.4
Groceries and foods (except farm products)	45.7
Hardware	53.3
Jewelry and optical goods	48.5
Lumber and building materials (other than metal)	50.1
Machinery, equipment and supplies (except electrical)	52.1
Metals (except scrap)	51.2
Paper and its products	51.0
Petroleum and its products	41.0
Plumbing and heating equipment and supplies	47.7
Tobacco and its products (except leaf)	34.4
Waste materials	43.6
All other products	46.7

CHANGES IN OPERATING EXPENSES SINCE 1929.--For all wholesale trade combined, operating expenses were higher in 1933 than in 1929, rising from 8.9 percent of net sales to 11.5 percent and thus registering an increase of 29.2 percent. Expenses were higher for each type group except for agents and brokers, in which case they remained at 3.2 percent during both years. In the case of wholesalers proper operating expenses rose from 11.7 percent in 1929 to 15.0 percent in 1933. For manufacturers' sales branches they rose from 9.8 percent to 12.5 percent; for bulk tank stations, from 14.3 to 19.7 percent; for chain store warehouses, from 4.3 to 4.5 percent; and for assemblers and country buyers costs more than doubled, rising from 4.5 to 9.8 percent.

While complete explanations can not be given of the possible causes for the higher costs of doing business during 1933, it would appear that they were due in part to two principal factors. In the first place, the lower dollar volume of business during 1933 presented a smaller base over which to spread operating expenses. In every wholesale business enterprise there are certain irreducible fixed charges. Such charges become

burdensome as the dollar volume of business declines. Even the so-called variable expenses frequently can not be reduced to the same degree as the decline in business volume; hence the percentage of expenses to sales tends to rise when business slumps even though in absolute amounts they are actually reduced.

A second factor in the rise of operating expenses is to be found in the larger volume of physical goods which had to be handled during 1933 per dollar of sales. Inasmuch as prevailing prices were considerably lower than in 1929 the decrease in tonnage handled during 1933 was not commensurate with the decline in dollar volume. This point may be illustrated by the merchandise stocks on hand at the end of 1933 in comparison to the inventories during the earlier year. While wholesale trade volume was 53.4 percent lower in 1933 than in 1929, stocks on hand were but 41.6 percent less. Stated otherwise, at the end of 1929 stocks of merchandise maintained by wholesale establishments were 7.6 percent of the sales during the year. At the end of 1933, however, stocks were 9.4 percent of the year's business. When it is remembered that the stocks are figured at cost or replacement values, sales at selling prices, and that the mark-up (due to higher operating expenses) was proportionally greater in 1933, it would seem that the actual inventories carried during the latter year were considerably more substantial than the ratio between 9.4 and 7.6 would seem to indicate.

12-60-5
Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 1.— UNITED STATES SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than $500]

State and City Type of Establishment	Number of Establishments		Net Sales		Total Expenses			Full-time employees (*average*)	Pay Roll			Stocks on hand (*end of year*)
						Percent of sales			Total		Part-time	
	1933	1929 1/	1933	1929 1/	Amount	1933	1929		Amount	Percent of sales		
Total	164,170	169,654	$32,151,373	$68,950,108	$3,710,233	11.5	8.9	1,096,977	$1,714,109	5.3	$59,871	$3,013,179
Wholesalers proper 2/	82,868	79,784	12,997,276	29,288,220	1,948,513	15.0	11.7	637,052	926,937	7.1	30,818	1,982,758
Wholesale merchants	76,856	74,476	11,302,947	25,370,795	1,791,392	15.8	-	600,847	861,501	7.6	29,104	1,737,102
Exporters	453	754	558,147	1,507,824	34,131	6.1	-	4,239	9,007	1.6	622	105,950
Importers	2,176	2,262	776,354	1,808,524	81,461	10.5	-	18,847	36,234	4.7	456	123,950
Limitsd function wholesalers	3,380	2,292	359,828	601,077	41,529	11.5	-	13,119	20,195	5.6	636	15,756
Manufacturers' sales branches 3/	16,873	17,086	7,557,363	16,335,917	942,251	12.5	9.8	232,829	426,284	6.6	6,540	550,345
With stocks	12,444	4/	5,144,688	4/	764,670	14.9	-	193,177	337,119	6.6	5,185	549,912
Without stocks	4,429	4/	2,412,675	4/	177,581	7.4	-	39,652	89,166	3.7	1,355	433
Bulk tank stations 5/	26,190	19,611	1,888,675	2,390,213	372,990	19.7	11.3	95,962	153,060	8.1	2,141	138,574
Chain store warehouses	462	559	1,431,563	1,929,681	64,767	4.5	4.3	18,450	28,383	2.0	518	66,204
Assemblers and country buyers	23,962	34,226	1,774,121	4,749,382	173,825	9.8	4.5	61,906	77,616	4.4	15,794	223,141
Assemblers of farm products	11,283	21,884	718,588	2,304,230	77,757	10.8	-	28,106	35,021	4.9	10,187	124,906
Cooperative marketing associations 2/	2,732	4,208	686,072	1,458,366	65,726	9.6	-	20,911	28,555	4.2	4,631	49,076
Cream stations	2,860	4/	31,459	4/	4,893	15.6	-	2,736	2,259	7.2	162	747
Elevators 6/	7,087	8,134	338,002	986,786	25,449	7.5	-	10,153	11,781	3.5	824	48,412
Agents and brokers	13,818	18,388	6,502,375	14,256,695	207,887	3.2	3.2	50,778	101,829	1.6	4,060	52,157
Brokers	3,414	3,689	2,088,370	4,037,944	34,536	1.7	-	8,242	16,543	0.8	557	6,584
Commission merchants	3,128	3,479	2,224,864	4,694,934	72,011	3.2	-	17,744	35,922	1.6	1,444	22,388
Export agents	240	260	135,126	398,559	5,736	4.2	-	1,641	2,372	1.8	60	1,406
Import agents	179	85	50,541	57,158	3,230	6.4	-	423	828	1.6	23	1,558
Manufacturers' agents	4,972	6,987	573,964	1,775,355	38,901	6.8	-	10,362	18,631	3.2	813	9,994
Selling agents	1,235	3,260	988,401	2,622,663	41,357	4.2	-	8,446	20,883	2.1	411	9,371
Other agents	650	628	441,109	670,082	12,116	2.7	-	3,920	6,652	1.5	752	856

See footnotes at end of Table 2B.

WHOLESALE DISTRIBUTION: 1933

TABLE 2-A.—SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

ALL TYPES OF ESTABLISHMENTS BY KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Kind of Business	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
Total	164,170	169,664	$32,151,373	$68,950,109	-53.4	$3,710,233	11.5	1,096,977	$1,714,109	$59,871	$3,013,179
Amusement and sporting goods	1,552	1,446	271,883	485,400	-44.0	49,863	18.0	14,443	24,391	564	19,505
Cameras and motion picture equipment and supplies	87	153	32,362	80,844	-60.0	3,031	9.4	997	1,747	19	2,086
Moving picture films	446	558	159,923	243,417	-34.3	27,536	17.2	7,665	14,505	263	2,000
Sporting goods (general line)	201	231	23,928	74,128	-67.7	6,312	26.4	2,140	2,805	38	5,205
Toys, novelties, and fireworks	506	272	32,652	49,214	-33.7	6,504	19.9	2,218	3,018	102	5,682
All other	312	177	23,023	37,797	-39.1	5,480	23.8	1,423	2,316	142	4,532
Automotive products	5,304	4,600	874,269	2,255,525	-61.2	164,726	18.8	54,106	82,094	1,032	122,104
Automobiles and other motor vehicles	657	743	249,975	1,226,347	-79.6	39,081	15.6	12,966	19,842	211	21,511
Automotive equipment (including accessories and parts)	4,730	3,202	323,360	642,574	-49.7	83,224	25.7	31,935	43,815	653	74,493
Tires and tubes	917	655	300,934	386,604	-22.2	42,421	14.1	9,205	18,437	168	26,100
Chemicals	2,473	2,233	652,597	1,193,603	-45.3	102,776	15.7	22,613	44,216	522	73,619
Dyestuffs	100	79	45,387	48,700	- 6.8	7,996	17.6	1,424	3,879	11	5,328
Explosives	101	118	25,024	107,252	-76.7	4,632	18.7	866	2,187	46	2,596
Industrial chemicals	382	549	271,857	493,049	-44.9	25,284	9.3	5,029	11,718	79	24,903
Naval stores	54	65	39,866	93,523	-57.4	2,009	5.0	430	793	25	2,313
Paints and varnishes	1,221	1,027	166,177	304,999	-45.5	41,028	24.7	11,278	18,325	285	30,469
All other	615	395	104,287	146,080	-28.6	21,777	20.9	3,586	7,314	76	8,010
Clothing and furnishings	4,376	5,519	996,304	2,180,869	-54.3	108,569	10.9	30,298	52,306	1,349	82,711
Clothing and furnishings (general line)	292	426	55,827	133,730	-58.3	4,367	7.8	1,333	1,995	102	4,245
Clothing, men's and boys'	478	669	77,029	214,264	-64.0	8,254	10.7	2,443	4,294	105	11,547
Clothing, women's and children's	978	989	263,506	312,790	-15.7	24,089	9.1	7,052	12,724	463	8,281
Furnishings (general line)	276	313	53,099	115,334	-54.0	5,683	10.7	1,806	2,970	46	4,667
Furnishings, men's and boys'	691	697	106,853	207,979	-48.6	15,848	14.8	4,316	7,525	241	11,793
Furnishings, women's and children's	338	317	34,135	104,961	-67.5	5,164	15.1	1,511	2,473	95	5,658
Hosiery	361	420	131,592	300,633	-56.2	8,975	6.8	2,063	4,489	72	5,995
Millinery and millinery supplies	475	489	46,840	116,023	-59.6	6,901	14.7	2,496	3,401	98	6,171
Shoes and other footwear	498	756	227,323	560,673	-59.5	29,288	12.9	7,278	12,435	127	24,354
Clothing second-hand	1/	52	1/	3,547		1/		1/	1/	1/	1/
Furs, dressed, and fur clothing	1/	342	1/	70,634		1/		1/	1/	1/	1/
Gloves	1/	122	1/	37,405		1/		1/	1/	1/	1/
Other clothing and furnishings	1/	18	1/	2,884		1/		1/	1/	1/	1/
Coal	1,382	1,343	631,958	1,160,290	-45.5	52,681	8.3	12,316	24,135	1,138	25,461
Drugs and drug sundries	1,662	1,713	523,392	844,419	-38.0	90,220	17.2	25,158	39,418	456	80,347
Drugs (general line)	406	638	344,482	575,100	-40.1	44,068	12.8	15,196	21,514	255	58,872
Drugs (specialty lines)	358	308	79,875	73,332	+ 8.9	20,110	25.2	4,714	8,806	45	11,134
Patent medicines	136	217	19,512	53,764	-63.7	5,827	29.9	671	1,280	23	1,284
Toilet articles and preparations	380	303	47,933	96,334	-50.2	14,894	31.1	2,965	5,637	99	5,762
All other	282	247	31,590	45,889	-31.2	5,321	16.8	1,612	2,681	33	3,295
Dry goods	4,796	5,180	2,242,392	3,802,868	-41.0	170,648	7.6	47,394	87,529	988	205,508
Dry goods (general line)	631	1,071	444,758	889,508	-50.0	45,274	10.2	16,014	23,802	236	69,094
Knit goods	429	257	106,095	72,707	+45.9	11,558	10.9	3,353	5,725	107	9,472
Notions	874	998	120,922	166,266	-27.3	18,190	15.0	6,730	9,725	132	17,238
Piece goods	2,284	2,696	1,515,383	2,624,281	-42.3	88,978	5.9	19,678	44,850	451	100,931
All other	577	160	55,234	50,106	+10.2	6,648	12.0	1,619	3,427	62	8,773
Electrical goods	3,232	3,870	705,411	2,435,149	-71.0	121,695	17.3	37,341	61,848	606	103,134
Electrical appliances, equipment and supplies	2,511	2,892	557,991	1,839,236	-69.7	93,592	16.8	29,268	48,393	547	87,774
Radios and radio equipment	533	806	83,224	491,621	-83.1	12,810	15.4	3,658	6,090	101	7,721
Refrigerators	188	172	64,196	104,292	-38.4	15,293	23.8	4,415	7,365	58	7,639
Farm products—raw materials	16,799	29,612	3,876,211	11,716,453	-66.9	183,926	4.7	45,501	71,344	6,684	539,405
Cotton	2,115	5,234	896,183	3,061,610	-70.8	45,773	5.1	8,079	10,482	391	210,584
Grain	9,201	12,198	1,197,151	3,791,665	-68.4	62,036	5.2	18,787	27,225	1,670	160,202
Hides, skins, and furs (raw)	1,238	1,508	166,525	524,087	-68.2	12,961	7.8	2,962	5,351	372	20,014
Horses and mules	242	252	21,400	38,980	-45.1	1,537	7.2	425	511	176	588
Livestock	2,569	7,288	998,394	3,170,313	-68.5	21,071	2.1	6,099	10,535	645	2,660
Silk (raw)	22	33	72,969	170,946	-57.3	2,191	3.0	240	953	1	7,738
Tobacco (leaf)	820	1,003	277,885	469,142	-40.8	22,139	8.0	8,343	11,227	3,215	103,694
Wool and mohair	254	403	187,279	334,061	-43.9	12,260	6.6	1,896	4,185	102	30,142
All other	328	1,693	59,425	155,649	-61.8	3,968	6.7	570	875	112	3,783
Farm products—consumer goods	23,664	20,898	3,178,427	5,808,111	-45.3	404,576	12.7	134,056	182,243	16,997	81,751
Dairy products (general line)	1,733	736	299,366	474,880	-37.0	81,477	27.2	28,260	38,004	880	10,260
Butter	350	367	36,795	339,330	-62.3	3,885	10.6	1,263	1,556	90	646
Cheese	366		90,968			11,656	12.8	1,958	3,425	77	5,819
Milk and cream	3,740	797	118,357	242,994	-52.5	24,572	21.3	9,172	11,127	284	1,722
All other dairy products	566	281	78,217	65,977	+16.8	24,646	31.6	7,250	10,630	256	1,869

TABLE 2-A.—SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

ALL TYPES OF ESTABLISHMENT BY KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Kind of Business	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	percent change	Amount	% of sales		Total	Part-time	
Farm products-consumer goods(Continued)											
Poultry and poultry products	3,662	3,830	$316,437	$760,795	-58.4	$30,569	9.7	11,645	$13,839	$1,374	$7,640
Dairy and poultry products	3,810	3,691	456,796	670,160	-31.8	47,105	10.3	16,522	22,532	1,077	16,709
Fruits and vegetables (fresh)	9,083	11,194	1,733,284	3,252,975	-46.7	174,646	10.1	55,418	79,032	12,685	34,146
All other	350	4/	51,207	4/		6,020	11.8	2,568	2,098	274	2,940
Farm supplies	2,467	1,973	363,771	898,273	-59.5	60,987	14.0	17,060	21,859	1,014	48,663
Feed	1,533	1,284	169,508	571,068	-70.3	18,173	10.7	7,021	8,821	489	13,088
Fertilizer	363	279	103,311	187,470	-44.9	11,566	11.2	3,255	4,430	131	14,142
Seeds	452	316	67,028	116,062	-42.2	18,107	27.0	5,840	7,199	341	18,842
All other	119	94	23,924	23,673	+ 1.1	3,141	13.1	944	1,409	53	2,591
Furniture and house furnishings	2,784	2,977	354,626	994,052	-64.3	59,946	16.9	18,660	29,464	954	60,084
China, glassware and crockery	320	411	35,875	86,777	-58.7	6,122	17.1	1,797	2,978	50	5,477
Floor coverings	395	463	126,228	323,075	-60.9	13,495	10.7	3,339	6,601	105	19,326
Furniture	730	1,146	82,530	344,630	-76.0	15,036	18.2	5,133	7,856	298	10,552
House furnishings (except as specified)	1,223	779	94,850	181,328	-47.7	18,761	19.8	6,220	8,679	475	18,339
Musical instruments and sheet music	116	178	15,043	58,242	-74.2	6,532	43.4	2,171	3,350	26	6,390
General merchandise	193	370	243,319	596,066	-59.2	22,081	9.1	6,284	8,654	177	24,161
Groceries and foods (except farm products)	23,847	22,006	7,574,961	13,239,533	-42.8	716,393	9.5	221,609	327,205	8,113	496,898
Groceries (general line)	4,025	6,900	2,576,506	5,203,417	-50.5	189,197	7.3	68,344	97,109	1,866	245,926
Confectionery and soft drinks	3,836	2,959	282,257	356,242	-20.8	53,936	19.1	17,336	22,558	863	18,109
Fish and sea foods	1,880	1,448	166,585	243,682	-31.6	29,377	17.6	10,144	13,841	1,229	7,622
Meats and meat products	3,225	3,605	1,112,114	3,102,286	-64.2	111,851	10.1	39,007	56,957	1,050	30,323
Other food and grocery specialties	10,881	7,094	3,437,499	4,333,906	-20.7	332,032	9.7	86,778	136,740	3,105	194,918
Hardware	1,495	1,789	394,180	866,168	-54.5	79,035	20.1	30,110	42,117	557	120,030
Hardware (general line)	744	1,227	309,994	754,594	-58.9	64,996	21.0	25,346	34,662	441	102,154
Hardware (specialty lines)	751	562	84,186	111,564	-24.5	14,039	16.7	4,764	7,455	116	17,876
Jewelry and optical goods	2,073	2,365	148,762	494,581	-69.9	35,101	23.6	11,145	17,010	317	46,891
Jewelry (general line)	730	1,098	54,909	192,764	-71.5	10,728	19.5	3,261	5,073	169	18,643
Clocks and watches	163	140	18,824	66,664	-71.8	3,681	19.6	845	1,606	12	5,421
Diamonds and other precious stones	243	497	15,311	124,798	-87.7	1,994	13.0	440	726	25	8,791
Other jewelry specialties	422	190	27,604	65,863	-58.1	5,923	21.5	1,766	2,781	75	7,791
Optical goods	515	440	32,104	44,492	-27.8	12,775	39.8	4,833	6,824	36	6,245
Lumber and building materials (other than metal)	3,721	5,513	522,075	2,144,052	-75.7	94,612	18.1	28,738	47,366	3,596	79,735
Lumber and millwork	1,508	2,291	215,355	1,134,206	-81.0	32,035	14.9	10,192	15,408	1,149	33,863
Asbestos products	101	124	26,535	75,610	-64.9	4,545	17.1	1,149	2,559	93	681
Brick and tile	236	428	25,174	98,855	-74.5	4,612	18.3	1,090	2,380	135	5,292
Cement	198	158	39,756	142,726	-72.1	7,207	18.1	1,561	3,613	159	4,244
Glass	396	254	76,998	89,449	-13.9	11,430	14.8	3,783	6,509	788	8,866
All other	1,282	2,258	138,247	603,206	-77.1	34,783	25.2	10,963	16,897	1,272	26,789
Machinery, equipment and supplies (except electrical)	11,449	11,855	1,264,855	3,058,130	-58.6	268,438	21.2	84,159	139,886	4,199	248,676
Commercial machinery, equipment and supplies	2,008	1,804	126,013	250,929	-49.8	36,859	29.3	15,276	22,410	386	19,476
Office equipment and supplies (except furniture)	942	589	73,873	72,521	+ 1.9	22,767	30.8	10,500	15,283	135	8,474
Store equipment and supplies	266	585	9,264	58,320	-84.1	2,765	29.8	936	1,366	52	1,515
All other	800	630	42,876	120,088	-64.3	11,327	26.4	3,840	5,761	199	9,487
Construction machinery, equipment and supplies	592	498	53,275	132,690	-59.9	12,419	23.3	3,633	6,052	150	12,646
Construction machinery	89	178	7,287	55,631	-86.9	1,693	23.2	418	800	36	3,484
Road machinery and equipment	191	119	22,259	30,788	-27.7	5,379	24.2	1,495	2,489	22	5,056
All other	312	201	23,729	46,271	-48.7	5,347	22.5	1,720	2,763	92	4,106
Farm and dairy machinery and equipment	800	560	117,178	385,838	-69.6	33,165	28.3	10,798	15,915	417	53,340
Industrial machinery, equipment and supplies	5,021	6,142	671,384	1,648,880	-59.3	114,584	17.1	33,719	59,739	2,363	108,832
Bottles and bottling equipment	272	190	27,440	36,417	-24.7	4,000	14.6	1,062	1,813	44	3,258
Machine tools	149	297	25,511	102,160	-75.0	2,815	11.0	747	1,397	88	3,533
Mechanical rubber goods	162	174	21,474	63,433	-66.1	3,281	15.3	947	1,874	48	2,003
Mill and mine supplies (general line)	1,346	1,418	184,398	410,973	-55.1	35,604	19.3	11,472	18,197	864	58,102
All other	3,092	4,063	412,561	1,035,897	-60.2	68,884	16.7	19,491	36,458	1,319	41,936
Professional equipment and supplies	1,078	1,000	119,266	207,816	-42.6	30,719	25.8	10,214	15,230	507	26,364
Dental equipment and supplies	315	337	30,669	48,767	-37.1	9,580	31.2	3,161	4,909	48	9,912
Surgical, medical and hospital equipment and supplies	334	335	28,442	56,413	-49.6	8,006	28.1	2,450	4,041	98	4,560
All other	429	328	60,155	102,636	-41.4	13,133	21.8	4,603	6,280	361	11,892

TABLE 2-A.—SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

ALL TYPES OF ESTABLISHMENTS BY KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Kind of Business	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
Service equipment and supplies	1,445	1,439	$101,723	$201,098	-49.4	$29,087	28.6	9,077	$14,487	$222	$20,910
Barber and beauty parlor equipment and supplies	629	532	27,020	50,443	-46.4	8,481	31.4	3,210	4,157	65	4,322
Laundry equipment and supplies	184	141	24,589	46,216	-46.8	6,495	26.4	1,710	3,290	47	4,197
Other service equipment and supplies	632	716	50,109	104,439	-52.0	14,111	28.2	4,157	7,040	109	10,391
Transportation equipment and supplies	505	412	78,011	230,879	-57.1	11,606	16.3	1,442	6,053	154	7,108
Aircraft and aeronautical equipment and supplies	11	14	4,250	2,341	+81.5	776	18.3	42	224	...	249
Railroad equipment and supplies	240	257	42,431	201,942	-79.0	6,485	15.3	892	3,619	95	2,241
All other	254	141	29,330	26,596	+10.3	4,344	14.8	508	2,510	59	4,618
Metals (except scrap)	1,986	2,277	1,231,814	4,439,810	-72.3	78,219	6.3	19,682	40,056	1,825	63,092
Iron and steel	1,315	1,643	919,899	2,839,964	-67.6	60,786	6.6	14,225	27,603	1,507	44,340
Sheet metal products	175	263	34,734	202,469	-82.8	5,401	15.5	1,650	2,646	224	5,350
Other metal and metal works	495	381	277,181	1,397,387	-80.2	22,032	7.9	3,807	9,806	94	11,402
Paper and its products	2,851	3,103	600,526	1,132,583	-47.0	99,253	16.4	29,322	50,151	779	69,355
Paper and its products (general line)	769	1,668	309,356	679,014	-54.4	50,023	16.2	14,283	24,978	329	35,322
Paper and its products (specialty lines)	1,277	584	238,637	307,813	-22.5	32,705	13.7	9,666	17,921	242	21,736
Stationery and stationery supplies	479	719	37,677	113,568	-66.8	9,763	25.9	3,732	4,998	101	7,047
Wall paper	326	232	14,856	32,188	-53.8	5,762	38.8	1,641	2,256	107	5,228
Petroleum and its products	28,485	23,007	2,292,960	3,233,863	-29.1	423,693	18.6	108,979	173,813	2,630	186,078
Plumbing and heating equipment and supplies	2,249	2,786	265,167	819,667	-67.6	62,326	23.6	18,617	29,756	843	59,942
Heating equipment (general line)	227	397	17,034	73,809	-76.9	4,071	23.9	1,184	2,050	56	2,342
Pipe, valves and fittings	120	217	18,530	86,359	-78.5	3,701	20.0	1,089	1,857	57	3,802
Plumbing and heating equipment (general line)	1,011	1,607	140,487	540,323	-74.0	34,639	24.7	11,139	16,494	481	42,466
Stoves and ranges	111	137	11,842	26,849	-55.9	2,468	20.8	707	1,262	52	1,896
All other	780	428	77,274	92,328	-16.3	17,447	22.6	4,498	8,073	198	9,436
Tobacco and its products (except leaf)	1,988	2,016	1,263,418	1,591,173	-25.3	73,300	5.8	15,533	25,201	275	52,955
Waste materials	3,417	4,000	282,502	552,280	-48.8	30,108	10.7	12,633	13,131	1,255	28,018
Iron and steel scrap	760	644	65,801	258,794	-74.6	9,757	14.8	3,324	4,150	394	9,664
Junk and scrap (general line)	1,929	3,083	176,340	234,082	-25.1	12,299	7.0	5,287	5,157	644	13,792
Waste paper, rags and rubber	728	273	41,461	59,404	-30.2	8,052	19.4	4,072	3,824	217	4,562
All other products	9,057	7,205	1,395,498	2,907,410	-52.0	169,061	12.1	51,170	78,917	2,807	125,060
Bags and bagging	213	162	37,667	66,680	-43.5	4,506	12.0	2,329	2,118	86	4,459
Beer	2,384	4/	132,104	4/		24,210	18.3	5,407	7,945	412	5,918
Books and periodicals	191	408	37,123	169,429	-78.1	12,921	34.8	3,631	5,493	157	9,770
Cordage and twine	78	105	28,558	54,281	-47.4	2,334	8.2	612	1,250	8	2,625
Flowers and nursery stock	725	633	29,516	71,351	-58.6	7,145	24.2	2,641	3,215	142	2,568
Forest products (except lumber)	606	1,020	102,437	206,420	-50.1	10,866	10.6	2,637	5,141	376	11,235
Leather	430	559	113,331	288,752	-60.8	9,012	8.0	2,088	4,016	40	16,249
Leather goods	792	993	49,930	168,479	-70.4	8,871	17.8	3,022	4,468	156	10,854
Newspapers and magazines	718	228	125,252	33,612	+272.6	27,914	22.3	10,744	18,450	387	9,188
Oils and greases (animal and vegetable)	165	171	121,730	316,791	-61.6	8,365	6.9	2,495	3,279	25	11,435
Rubber, crude	36	49	33,244	240,611	-86.2	1,407	4.2	232	585	...	4,316
Rubber goods (general line)	92	92	38,048	121,220	-68.6	6,678	17.8	2,194	937	13	5,236
Wines and spirituous liquors	787	77	87,369	20,913	+317.8	9,388	10.7	2,247	3,797	90	16,213
Yarn	175	286	160,777	395,379	-59.3	5,167	3.2	977	2,279	86	3,169
Miscellaneous kinds of business	1,686	2,423	298,422	754,512	-60.4	30,277	10.1	9,734	14,764	849	13,825

WHOLESALE DISTRIBUTION: 1933

TABLE 2-3.—SUMMARY OF WHOLESALE TRADE FOR THE U.S.: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
WHOLESALERS PROPER 2/											
WHOLESALE MERCHANTS											
Amusement and sporting goods	976	880	$78,274	$162,297	-51.8	$19,274	24.6	6,240	$8,677	$261	$13,262
Cameras and motion picture equipment and supplies	74	4/	2,642	4/		833	31.5	243	381	19	587
Moving picture films	145	4/	23,258	4/		5,191	22.3	763	2,293	35	1,114
Sporting goods (general line)	174	4/	20,095	4/		5,630	28.0	1,898	2,488	34	4,800
Toys, novelties, and fireworks	336	4/	16,336	4/		3,978	24.4	1,401	1,894	71	3,554
All other	247	4/	15,943	4/		3,642	22.8	935	1,621	102	3,207
Automotive products	5,168	3,414	425,310	1,338,125	-68.2	98,274	23.1	38,003	51,747	858	82,695
Automobiles and other motor vehicles	569	632	126,436	914,734	-86.2	16,669	13.2	6,329	8,467	184	7,867
Automotive equipment, accessories and parts	4,251	2,570	246,280	399,797	-38.4	71,986	29.2	28,434	38,960	614	67,730
Tires and tubes	348	212	52,594	23,694	+122.9	9,619	18.3	3,240	4,320	60	7,098
Chemicals	1,292	1,077	197,185	327,973	-39.9	40,184	20.4	10,114	17,538	369	31,724
Dyestuffs	50	4/	26,693	4/		5,067	19.0	986	2,522	9	3,718
Explosives	24	4/	909	4/		128	14.1	41	57	17	81
Industrial chemicals	125	4/	41,322	4/		5,867	14.2	1,547	2,980	38	5,116
Naval stores	22	4/	19,207	4/		686	3.6	218	333	10	1,807
Paints and varnishes	815	585	70,861	114,154	-37.9	19,245	27.2	6,040	9,104	228	17,491
All other	256	4/	38,193	4/		9,191	24.1	1,282	2,542	57	5,511
Clothing and furnishings	2,854	3,402	390,789	1,053,882	-62.9	62,404	16.0	18,628	29,666	958	48,077
Clothing and furnishings (general line	203		25,768			3,651	14.2	1,104	1,534	76	3,961
Clothing, men's and boys'	341		37,299			5,611	15.0	1,737	2,912	80	6,745
Clothing, women's and children's	627		117,311			17,637	15.0	6,020	9,181	376	7,412
Furnishings (general line)	167	2,586	12,746	717,447	-62.2	2,052	16.1	691	986	85	2,641
Furnishings, men's and boys'	450		41,145			7,713	18.7	2,572	3,736	126	7,383
Furnishings, women's and children's	200		14,655			2,647	18.1	836	1,218	60	2,984
Hosiery	184		22,121			2,376	10.7	728	1,085	25	2,684
Millinery and millinery supplies	299	316	22,678	72,022	-68.5	4,888	21.6	1,785	2,477	79	1,709
Shoes and other footwear	363	500	97,066	264,413	-63.3	15,829	16.3	4,166	6,637	54	12,558
Coal	734	755	230,208	640,577	-64.1	30,083	13.1	7,685	12,990	936	21,015
Drugs and drug sundries	1,078	1,109	342,462	506,424	-32.6	66,973	16.6	18,624	27,107	394	66,346
Drugs (general line)	360	484	273,630	405,262	-32.5	41,365	15.1	13,976	19,946	240	54,104
Drugs (specialty lines)	192	476	22,458	81,607	-65.8	5,311	23.6	1,440	2,482	31	6,597
Patent medicines	90		5,489			1,260	23.0	347	554	6	709
Toilet articles and preparations	222	149	16,345	21,555	-24.2	5,238	32.0	1,558	2,362	88	1,837
All other	214	4/	24,537	4/		3,799	15.5	1,204	1,765	29	3,099
Dry goods	2,938	3,385	754,311	1,564,981	-51.8	101,707	13.5	29,925	49,750	674	142,495
Dry goods (general line)	489	797	249,239	549,330	-54.6	39,963	16.0	14,452	19,694	206	53,705
Knit goods	278	4/	53,414	4/		8,544	16.0	2,459	4,617	80	8,822
Notions	501	750	40,628	82,001	-50.5	8,071	19.9	2,609	4,252	78	7,772
Piece goods	1,229	1,612	361,058	883,466	-58.9	40,304	10.6	8,915	18,722	280	65,441
All other	441	4/	29,976	4/		4,825	16.1	1,490	2,465	30	6,735
Electrical goods	2,067	2,146	270,754	836,141	-67.6	60,508	22.3	19,987	30,601	610	43,821
Electrical appliances, equipment and supplies	1,514	1,416	186,923	482,654	-61.3	40,581	21.7	13,472	20,708	494	33,294
Radios and radio equipment	399	682	56,252	315,538	-88.5	8,522	23.5	2,635	4,087	78	5,265
Refrigerators	154	78	47,579	38,049	+25.0	11,405	24.0	3,880	5,706	38	5,262
Farm products-raw materials	2,148	2,971	872,891	2,578,448	-66.1	67,862	7.8	13,626	22,957	1,147	233,717
Cotton	231	398	258,395	929,068	-72.2	16,587	6.4	1,415	3,823	66	84,202
Grain	729	626	302,738	813,616	-62.8	21,616	7.1	4,848	8,756	407	85,799
Hides, skins, and furs (raw)	597	1,060	89,867	305,799	-70.7	8,696	9.7	1,962	3,477	175	14,265
Horses and mules	62	123	5,200	12,935	-59.8	470	9.0	106	97	12	202
Livestock	146	318	23,235	138,536	-83.2	1,198	5.2	356	455	48	518
Silk (raw)	4	10	2,916	70,159	-95.8	104	3.6	27	67	1	253
Tobacco (leaf)	164	269	58,606	85,484	-31.4	9,500	16.2	3,342	2,933	400	10,115
Wool and mohair	115	160	116,792	202,935	-42.4	8,320	7.1	1,325	3,050	30	24,740
All other	82	122	16,343	20,027	-23.4	1,371	8.9	245	300	8	13,625
Farm products-consumer goods	9,924	8,783	1,515,687	2,987,081	-48.9	225,995	14.9	76,430	103,171	4,168	47,267
Dairy products (general line)	1,077		180,738			57,047	31.6	18,454	27,882	679	5,847
Butter	118		15,983			1,471	9.2	465	675	24	382
Cheese	124	1,347	33,476	547,490	-42.4	3,961	11.8	861	1,304	2	2,414
Milk and cream	470		45,607			14,543	31.9	4,643	6,754	67	661
All other dairy products	336		39,747			10,864	27.4	3,567	4,529	116	1,166

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
WHOLESALE MERCHANTS (Continued)											
Farm products—consumer goods (Continued)											
Poultry and poultry products	1,445	1,160	$159,569	$400,427	-60.2	$15,849	9.9	5,251	$7,077	$596	$3,545
Dairy and poultry products	1,045	603	272,400	384,719	-29.2	33,140	12.2	10,826	15,460	446	11,196
Fruits and vegetables (fresh)	5,203	6,673	752,328	1,634,445	-54.0	87,072	11.6	31,340	38,458	2,218	21,645
All other	106	4/	15,840	4/		2,028	12.8	1,023	1,132	20	491
Farm supplies	1,683	1,100	212,190	513,420	-58.7	35,130	16.6	12,394	16,673	786	32,709
Feed	1,142	750	124,568	340,392	-63.4	18,112	14.5	5,323	6,871	418	11,015
Fertilizer	95	91	13,526	56,523	-76.1	1,251	9.2	406	618	31	2,133
Seeds	373	249	60,397	116,505	-36.4	13,425	22.2	5,967	7,240	316	17,464
All other	73		13,699			2,342	17.1	698	944	21	2,097
Furniture and house furnishings	1,510	1,458	141,111	417,356	-66.2	31,921	22.6	11,440	16,023	643	37,822
China, glassware and crockery	149	4/	9,876	4/		2,772	28.1	929	1,250	15	2,844
Floor coverings	177	4/	39,458	4/		5,360	13.6	1,642	2,778	69	10,635
Furniture	356	476	31,453	120,243	-73.8	7,561	24.0	2,998	3,861	207	6,421
House furnishings (except as specified)	734	4/	48,026	4/		10,865	22.6	3,927	4,904	332	12,098
Musical instruments and sheet music	94	109	12,298	24,943	-50.7	5,363	43.6	1,944	3,230	20	5,824
General merchandise	87	188	61,207	178,072	-65.6	10,709	17.5	5,151	5,724	118	11,730
Groceries and foods (except farm products)	16,288	13,896	2,747,964	4,785,544	-42.6	361,983	13.1	131,118	176,907	5,622	319,384
Groceries (general line)	3,434	5,251	1,360,871	2,779,204	-51.0	126,230	9.3	53,970	74,133	1,467	196,651
Confectionery and soft drinks	3,242	2,360	182,793	271,859	-32.8	34,493	18.9	13,516	15,616	771	13,518
Fish and sea foods	1,671	1,289	102,584	198,619	-48.4	26,957	26.3	8,711	11,785	869	4,965
Meats and meat products	2,186	2,157	359,824	663,723	-45.8	51,473	14.3	17,760	25,955	671	13,477
Other food and grocery specialties	5,755	2,839	741,892	872,139	-14.9	121,830	16.4	37,161	49,218	1,824	90,773
Hardware	1,144	1,213	339,339	704,345	-51.8	72,726	21.4	28,268	38,851	510	114,413
Hardware (general line)	692	925	301,932	660,233	-54.3	64,266	21.3	25,253	34,275	470	101,763
Hardware (specialty lines)	452	288	37,407	44,112	-15.2	8,460	22.6	3,015	4,576	40	12,650
Jewelry and optical goods	1,432	1,545	85,422	266,311	-67.9	20,725	24.3	7,132	10,218	249	30,156
Jewelry (general line)	648		37,429			8,245	22.0	2,584	3,950	117	17,453
Clocks and watches	99		8,388			1,291	15.4	326	575	10	2,295
Diamonds and other precious stones	136	1,296	7,475	243,713	-71.8	941	12.6	244	350	25	4,298
Other jewelry specialties	248		15,556			3,699	23.8	1,201	1,557	57	2,861
Optical goods	301	249	16,575	22,598	-26.7	6,549	39.5	2,777	3,786	40	3,249
Lumber and building materials	2,352	3,522	231,784	1,133,856	-79.8	58,814	25.4	20,105	29,563	2,813	60,394
Lumber and millwork	895	1,487	103,786	632,008	-83.6	22,737	21.9	8,232	11,338	831	30,806
Asbestos products	34		1,447			527	36.4	172	301	70	308
Brick and tile	88		7,318			1,794	24.5	451	833	84	1,130
Cement	107	2,035	10,994	601,848	-74.5	2,532	23.0	645	1,193	120	1,525
Glass	284		15,537			5,425	34.9	1,871	3,043	407	4,969
All other	944		92,702			25,799	27.8	8,734	12,855	1,301	21,656
Machinery, equipment and supplies (except electrical)	6,791	5,986	468,214	1,134,592	-58.7	118,868	25.4	39,483	60,066	2,198	129,024
Commercial machinery, equipment and supplies	858	785	44,015	106,612	-58.7	13,115	29.8	4,680	6,587	252	11,257
Office equipment and supplies (except furniture)	179	4/	8,243	4/		2,674	32.4	1,069	1,418	54	1,857
Store equipment and supplies	159	4/	5,315	4/		1,713	32.2	602	799	40	1,099
All other	520	4/	30,457	4/		8,728	28.7	3,009	4,370	158	8,301
Construction machinery, equipment and supplies	214	245	20,891	53,680	-61.1	6,348	25.6	1,466	2,322	91	6,198
Construction machinery	36	4/	2,216	4/		674	30.4	183	330	34	984
Road machinery and equipment	91	4/	8,996	4/		2,298	25.5	601	979	19	2,449
All other	87	4/	9,679	4/		2,376	24.5	682	1,013	38	2,765
Farm and dairy machinery and equipment	265	200	23,096	48,116	-52.0	5,453	23.6	1,657	2,628	147	5,804
Industrial machinery, equipment and supplies	2,414	2,915	246,407	664,748	-62.9	55,569	22.6	17,859	27,776	1,221	68,015
Bottles and bottling equipment	220	4/	10,016	4/		1,803	18.0	643	824	39	1,628
Machine tools	61	4/	11,707	4/		1,865	15.9	546	683	10	2,266
Mechanical rubber goods	65	4/	4,791	4/		1,221	25.5	414	645	34	906
Mill and mine supplies (general line)	989	4/	150,063	4/		30,037	20.0	9,870	15,599	610	45,484
All other	1,079	4/	69,830	4/		20,643	29.6	6,386	10,025	528	17,731
Professional equipment and supplies	722	662	54,597	106,761	-48.4	16,798	30.8	6,114	9,202	240	17,464
Dental equipment and supplies	262	4/	21,518	4/		7,174	33.3	2,467	3,764	33	7,799
Surgical, medical and hospital equipment and supplies	193	4/	12,424	4/		3,868	31.1	1,283	1,954	84	2,832
All other	267	4/	20,655	4/		5,756	27.9	2,364	3,484	123	6,833

TABLE 2-8.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
WHOLESALE MERCHANTS (Continued)											
Machinery, equipment and supplies (except electrical) (Continued)											
Service equipment and supplies	1,080	1,001	$58,968	$105,695	-44.2	$17,274	29.3	6,143	$8,728	$170	$15,072
Barber and beauty parlor	581	4/	23,927	4/		7,918	33.1	3,037	3,877	64	6,014
Laundry equipment and supplies	93	4/	12,469	4/		2,675	21.5	704	1,335	20	2,354
All other	406	4/	22,572	4/		6,681	29.6	2,402	3,516	86	6,704
Transportation equipment and supplies	238	178	20,238	49,980	-59.5	5,311	26.2	1,564	2,823	77	5,214
Aircraft and aeronautical	8	4/	644	4/		252	39.1	106	153	-	194
Railroad	39	4/	5,957	4/		1,473	24.7	318	742	24	772
All other	191	4/	13,637	4/		3,586	26.3	1,140	1,928	53	4,248
Metals (except scrap)	705	796	107,768	406,750	-73.5	23,427	21.7	7,699	12,308	815	29,702
Copper	7	4/	818	4/		134	16.4	32	46	1	177
Iron and steel	397	534	66,943	254,427	-73.7	16,546	24.7	5,347	8,498	579	22,278
Sheet metal products	125	4/	15,312	4/		3,142	20.5	1,079	1,707	182	3,363
Other metal and metal works	176	4/	24,695	4/		3,605	14.6	1,241	2,057	53	3,884
Paper and its products	2,149	2,235	313,743	682,421	-54.0	67,349	21.5	23,093	36,761	606	60,793
Paper and its products (general line)	640	1,242	171,139	404,939	-57.7	35,155	20.5	11,970	20,208	317	32,673
Paper and its products (specialty lines)	865	367	105,205	182,218	-42.3	20,354	19.3	7,010	11,059	197	17,570
Stationery and stationery supplies	333	410	23,331	65,271	-64.3	6,338	27.2	2,514	3,321	65	5,485
Wall paper	311	216	14,068	29,993	-53.1	5,502	39.1	1,599	2,173	107	5,065
Petroleum and its products	1,748	3,011	214,270	492,879	-56.5	37,791	17.6	9,753	14,936	429	13,313
Plumbing and heating equipment and supplies	1,428	1,674	141,449	489,441	-71.1	35,651	25.2	11,198	17,532	545	40,986
Heating equipment (general line)	66	4/	4,108	4/		1,421	34.6	500	723	41	932
Pipe, valves and fittings	81	4/	10,773	4/		2,523	23.4	786	1,148	45	2,760
Plumbing and heating equipment (general line)	767	4/	90,294	4/		22,518	24.9	7,377	11,211	288	30,153
Stoves and ranges	76	4/	7,116	4/		1,689	23.7	538	968	26	1,450
All other	438	4/	29,158	4/		7,500	25.7	1,999	3,482	145	5,691
Tobacco and its products (except leaf)	1,617	1,575	509,581	822,231	-38.0	32,660	6.4	10,461	15,025	325	29,990
Waste materials	3,342	3,873	155,574	444,284	-65.0	28,273	18.2	12,296	12,258	1,064	27,802
Iron and steel scrap	736	580	52,195	186,202	-72.0	8,972	17.2	3,249	3,680	394	9,579
Junk and scrap (general line)	1,897	3,043	63,676	206,873	-69.2	11,467	18.0	5,002	4,871	572	13,140
Waste paper, rags and rubber	709	250	39,703	51,209	-22.5	7,834	19.7	4,045	3,707	98	5,083
All other products	6,401	4,504	495,460	921,364	-46.2	93,110	18.8	33,094	45,552	2,036	67,965
Bags and bagging	171	4/	17,504	4/		2,988	17.1	2,051	1,620	82	2,747
Beer	1,926	4/	87,009	4/		15,437	17.7	3,909	5,247	296	3,407
Books and periodicals	116	410	18,038	124,804	-85.5	6,037	33.5	1,977	3,199	142	5,077
Cordage and twine	34	4/	14,912	4/		930	6.2	279	513	3	727
Flowers and nursery stock	606	507	17,362	44,604	-61.1	4,920	28.3	1,689	2,138	118	1,986
Forest products (except lumber)	340	588	27,691	85,240	-67.5	4,600	16.6	1,783	2,442	255	3,377
Leather	295	421	51,503	128,365	-59.9	5,095	9.9	1,379	2,394	27	7,887
Leather goods	643	722	32,418	82,434	-60.7	6,546	20.2	2,379	3,260	144	8,977
Newspapers and magazines	480	4/	72,120	4/		16,167	22.4	7,266	10,825	302	3,538
Oils and greases (animal and vegetable)	62	55	21,762	36,644	-40.6	5,202	23.9	1,879	1,973	12	7,169
Rubber, crude	15	4/	10,773	4/		783	7.3	153	311	-	1,559
Rubber goods (general line)	40	30	2,118	14,620	-85.5	567	26.8	182	245	6	280
Wines and spiritous liquors	601	4/	28,407	4/		4,398	15.5	1,270	1,945	84	9,037
Yarn	60	4/	14,863	4/		1,454	9.8	364	528	15	1,864
Miscellaneous kinds of business	1,012	4/	78,990	4/		17,996	22.8	6,534	8,912	550	10,293
EXPORTERS											
Amusement and sporting goods	5	11	17,712	4,677	+278.7	1,034	5.8	117	429	20	2
Automotive products	5	24	3,891	42,444	-90.8	478	12.3	84	157	4	316
Chemicals	11	13	4,582	23,395	-80.4	228	5.0	49	126	2	394
Clothing and furnishings	17	38	1,119	5,844	-80.9	178	15.9	53	76	-	147
Drugs and drug sundries	3	9	884	1,344	-34.2	43	4.9	10	21	-	31
Dry goods	36	55	17,406	32,430	-46.3	1,411	8.1	431	957	22	4,180
Electrical goods	10	8	2,003	1,361	+47.2	267	13.3	48	94	1	16
Farm products-raw materials	156	232	260,879	876,005	-70.2	16,186	6.2	1,937	3,422	335	90,733
Farm products-consumer goods	20	17	4,552	8,419	-45.9	224	4.9	32	82	5	68
Furniture and house furnishings	3	5	37	726	-94.9	11	29.7	1	8	-	12
General merchandise	8	24	37,607	45,736	-17.8	7,871	20.9	218	817	22	2,488
Groceries and foods (except farm products)	46	69	38,943	89,628	-56.6	1,789	4.6	271	667	24	5,730
Hardware	4	9	853	1,645	-48.1	60	7.0	20	43	-	11
Jewelry and optical goods	4	2	87	434	-80.0	15	17.2	10	7	-	131
Lumber and building materials (other than metal)	47	74	13,834	83,262	-83.4	980	7.1	206	412	12	151

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
EXPORTERS (Continued)											
Machinery, equipment and supplies (except electrical)	13	36	$5,978	$19,511	-69.4	$311	5.2	66	$167	$1	$389
Metals (except scrap)	6	5	26,359	5,037	+423.7	1,089	4.1	270	739	43	138
Paper and its products	7	8	1,798	6,912	-73.	280	15.6	73	160	-	64
Petroleum and its products	7	21	5,731	163,863	-9 .	517	7.7	64	135	5	441
Plumbing and heating equipment and supplies	3	3	1,023	4,481	-77.	175	17.1	26	88	-	71
Tobacco and its products (except leaf)	3	4/	121	4/		12	9.9	3	5	-	25
Waste materials	6	13	108,145	13,604	+695.0	509	0.6	156	243	113	79
All other kinds of business	33	78	3,603	77,186	-95.3	463	12.8	94	158	13	333
IMPORTERS											
Amusement and sporting goods	57	20	6,618	3,539	+87.0	1,261	18.9	338	506	9	1,102
Toys, novelties, and fireworks	54	4/	6,475	4/		1,212	18.7	331	495	9	1,069
All other	3	4/	143	4/		39	27.3	7	11	-	33
Automotive products	7	3	538	715	-24.8	145	27.0	50	80	-	176
Chemicals	58	59	26,724	50,924	-47.5	3,490	13.1	539	1,327	4	5,660
Dyestuffs	15	4/	4,704	4/		1,097	23.3	165	465	-	1,157
Industrial chemicals	21	4/	17,477	4/		1,909	10.9	255	617	4	3,914
Paints and varnishes	6	9	1,761	12,895	-86.3	179	10.2	37	101	-	178
All other	16	4/	2,772	4/		305	11.0	82	144	-	411
Clothing and furnishings	109	93	24,925	33,181	-24.9	3,899	15.6	891	1,655	15	7,969
Clothing, women's and children's	12	4/	826	4/		242	29.3	70	84	-	129
Furnishings (general line)	6	4/	941	4/		154	16.4	62	105	-	216
Furnishings, men's and boys'	14	4/	4,016	4/		837	20.8	158	311	1	1,453
Furnishings, women's and children's	30	4/	5,411	4/		969	17.9	218	404	2	1,106
Hosiery	6	4/	2,252	4/		410	18.2	93	198	-	709
Millinery and millinery supplies	37	31	11,247	13,002	-13.5	1,255	11.2	282	537	12	4,321
All other	5	4/	232	4/		32	13.8	8	16	-	35
Coal	3	1	434	665	-34.7	30	6.9	6	11	-	101
Drugs and drug sundries	46	69	5,772	22,231	-74.0	2,003	34.7	446	808	22	1,217
Drugs (specialty lines)	13	4/	2,055	4/		687	33.4	132	190	10	290
Patent medicines	4	4/	708	4/		175	24.7	23	61	-	123
Toilet articles and preparations	24	37	2,842	7,968	-64.3	1,081	38.0	274	520	12	762
All other	5	4/	167	4/		60	35.9	17	37	-	42
Dry goods	353	345	70,709	111,117	-36.4	13,146	18.6	3,659	6,617	78	20,872
Dry goods (general line)	24	51	11,531	17,044	-32.3	1,697	14.7	457	1,015	16	2,730
Knit goods	3	4/	69	4/		22	31.9	8	13	-	39
Notions	113	112	17,581	35,800	-50.9	3,784	21.5	1,404	1,822	18	4,768
Piece goods	192	151	38,643	52,020	-25.7	7,293	18.9	1,603	3,530	40	12,618
All other	21	4/	2,885	4/		350	12.1	87	137	4	717
Electrical goods	11	12	737	2,559	-71.2	166	22.5	46	80	1	54
Farm products-raw materials	127	167	104,432	229,461	-54.5	4,389	4.2	622	1,912	11	13,853
Cotton	3	3	1,430	23,164	-93.8	35	2.4	8	23	4	32
Hides, skins, and furs (raw)	60	75	20,283	46,383	-56.3	1,391	6.9	228	596	6	3,427
Silk (raw)	13	11	69,123	76,801	- 8.8	2,067	3.0	209	882	-	7,436
Tobacco (leaf)	23	24	1,703	28,729	-94.1	301	17.7	65	140	-	1,418
Wool and mohair	11	14	6,694	21,391	-68.7	325	4.9	62	132	1	796
All other	17	30	5,199	33,993	-84.7	270	5.2	50	139	-	744
Farm products-consumer goods	72	27	45,983	13,431	+242.4	1,937	4.2	713	1,260	67	395
Cheese	10	4/	3,835	4/		345	9.0	88	180	7	306
Fruits and vegetables (fresh)	58	14	41,605	11,404	+264.8	1,554	3.7	611	965	60	26
All other	4	4/	543	4/		38	7.0	14	115	-	63
Farm supplies	25	13	27,449	36,252	-24.3	2,160	7.9	212	621	19	2,434
Fertilizer	15	6	25,898	34,627	-25.2	1,919	7.4	142	494	19	2,203
All other	10	7	1,651	1,625	+ 4.8	241	15.5	70	127	-	231
Furniture and house furnishings	237	268	29,659	67,866	-56.3	6,827	23.0	1,582	2,837	50	10,197
China, glassware and crockery	85	4/	8,596	4/		2,060	24.0	543	1,081	15	1,958
Floor coverings	53	4/	7,860	4/		1,850	23.5	225	480	10	4,069
Furniture	14	27	492	3,396	-85.5	112	22.8	64	121	-	330
House furnishings (except as specified)	109	4/	11,430	4/		2,400	21.0	689	1,034	25	3,400
Musical instruments and sheet music	6	7	1,281	2,809	-54.4	405	31.6	61	121	-	440
General merchandise	6	27	76,179	191,798	-60.3	2,037	2.7	424	1,239	1	9,614
Groceries and foods(except farm products)	469	369	230,394	335,009	-31.2	25,336	11.4	6,594	11,668	62	24,906
Confectionery and soft drinks	13	10	851	244	+248.8	247	29.0	76	115	-	168
Fish and sea foods	14	16	2,691	5,045	-46.6	391	14.5	89	188	2	702
Other food and grocery specialties	442	343	226,852	329,802	-31.2	25,698	11.3	6,449	11,365	60	24,036

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
IMPORTERS (Continued)											
Hardware	19	16	$1,503	$3,743	-59.8	$392	26.1	91	$204	$2	$561
Hardware (general line	3	11	176	3,360	-94.8	39	22.2	11	18	-	53
Hardware (specialty lines)	16	5	1,327	383	+246.5	353	26.6	80	186	2	508
Jewelry and optical goods	195	330	17,888	110,485	-83.8	3,692	20.6	795	1,550	40	9,263
Jewelry (general line)	12	4/	1,272	4/		302	23.7	83	147	6	770
Clocks and watches	47	4/	6,576	4/		1,702	25.9	313	681	20	2,678
Diamonds and other precious stones	86	4/	6,937	4/		986	14.2	205	363	10	4,114
Other jewelry specialties	46	4/	2,598	4/		551	21.2	151	273	4	1,523
Optical goods	4	7	505	1,957	-74.2	151	29.9	43	86	-	178
Lumber and building materials (other than metal)	33	36	2,873	7,392	-61.1	846	29.4	142	298	22	1,358
Lumber and millwork	10	8	1,636	1,721	-4.9	447	27.3	64	132	10	738
Brick and tile	10	4/	473	4/		184	38.9	21	68	4	71
Glass	5	4/	469	4/		74	15.8	27	42	4	113
All other	8	4/	295	4/		141	47.8	30	56	4	436
Machinery, equipment and supplies (except electrical)	73	95	12,087	16,435	-26.5	1,923	15.9	437	928	10	2,609
Commercial machinery, equipment and supplies	6	13	317	4,607	-93.1	45	14.2	15	19	-	78
Industrial machinery	33	45	8,816	6,724	+31.1	1,077	12.2	218	522	8	1,467
Professional equipment and supplies	27	31	2,432	3,540	-31.3	732	30.1	193	362	2	1,002
Other machinery equipment & supplies	7	6	522	1,564	-66.6	69	13.2	11	25	-	62
Metals (except scrap)	33	36	24,317	252,017	-90.4	732	3.0	141	374	2	995
Iron and steel	22	27	4,011	10,116	-60.3	517	12.9	88	260	2	602
Other metal and metal works	11	9	20,306	241,901	-91.6	215	1.1	53	114	-	393
Paper and its products	25	26	7,563	4,763	+58.8	683	9.0	136	253	-	796
Paper and its products (specialty lines)	13	1	587	304	+93.1	205	34.9	53	97	-	383
Stationery and stationery supplies	7	9	824	976	-15.6	157	19.1	47	67	-	261
All other	5	16	6,152	3,483	+76.6	321	5.2	36	89	-	152
Tobacco and its products (except leaf)	8	6	2,066	3,285	-37.1	328	15.9	61	161	5	477
All other kinds of business	210	256	57,514	311,576	-81.5	5,049	8.8	1,022	1,965	36	9,341
Bags and bagging	4	4/	617	4/		80	13.0	9	42	-	21
Books and periodicals	3	5	54	129	-58.1	20	37.0	4	4	-	39
Cordage and twine	3	4/	1,537	4/		46	30.0	7	16	-	48
Flowers and nursery stock	4	6	368	1,502	-75.5	59	16.0	14	28	1	181
Forest products (except lumber)	14	14	13,040	6,299	+107.0	742	5.7	112	293	2	1,933
Leather	9	11	1,438	4,939	-70.9	164	11.4	26	56	3	267
Leather goods	15	11	2,359	2,769	-14.8	348	14.8	69	139	9	457
Newspapers and magazines	5	4/	193	4/		66	34.2	21	43	2	33
Oils and greases (animal and vegetable)	13	9	3,746	29,924	-87.5	545	14.5	72	152	3	690
Rubber, crude	10	4/	17,651	4/		522	3.0	60	213	3	2,227
Rubber goods (general line)	2	4/	23	4/		6	26.1	4	3	-	5
Wines and spiritous liquors	59	4/	9,741	4/		1,482	15.2	357	605	2	1,306
Yarn	3	4/	315	4/		62	19.7	8	28	9	101
Miscellaneous	66	4/	6,432	4/		907	14.1	259	345	2	2,033
LIMITED FUNCTION WHOLESALERS											
Amusement and sporting goods	27	5	1,345	2,108	-36.2	335	24.9	175	142	9	251
Cameras and motion picture equipment and supplies	3	4/	96	4/		31	32.3	14	18	-	9
Toys, novelties, and fireworks	18	4/	1,144	4/		264	23.1	142	108	9	203
All other	6	4/	105	4/		40	38.1	19	16	-	39
Automotive products	57	10	8,236	1,773	+364.5	1,765	21.4	561	797	4	1,257
Automobiles and other motor vehicles	5	1	2,819	1,462	+92.8	422	15.0	160	204	1	111
Automotive equipment, accessories and parts	48	7	5,327	201	+2550.2	1,325	24.9	393	589	3	1,140
Tires and tubes	4	2	90	110	-18.2	18	20.0	8	4	-	6
Chemicals	16	26	436	10,711	-95.9	152	34.9	38	83	1	46
Clothing and furnishings	27	44	1,290	11,188	-88.5	268	20.8	58	103	8	96
Clothing and furnishings (general line)	4	4/	98	4/		27	27.6	9	9	-	12
Clothing, men's and boys'	8	4/	400	4/		74	18.5	14	42	4	10
Furnishings (general line)	3	4/	109	4/		24	22.0	4	8	-	10
Furnishings, men's and boys'	4	4/	292	4/		33	11.3	9	11	2	22
Hosiery	4	4/	138	4/		36	26.1	7	9	-	19
All other	4	4/	253	4/		74	29.2	15	26	2	25
Coal	233	67	87,744	36,1[illegible]	+142.7	5,796	6.6	1,289	3,152	75	69

TABLE 2-B.--SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
LIMITED FUNCTION WHOLESALERS (Continued)											
Drugs and drug sundries	44	14	$2,687	$2,960	- 9.2	$434	16.2	123	$197	$3	$519
Drugs (general line)	3	5	1,153	1,752	-34.2	94	8.2	30	43	3	300
Drugs (specialty lines)	16	4/	421	4/		116	27.6	43	58	-	87
Patent medicines	7	4/	207	4/		39	18.8	10	12	-	9
Toilet articles and preparations	8	4/	110	4/		45	40.9	15	16	-	18
All other	11	4/	796	4/		140	17.6	23	62	-	105
Dry goods	60	21	3,897	5,119	-23.9	401	10.3	140	210	9	254
Dry goods (general line)	6	4	449	257	+74.7	163	36.3	64	81	-	79
Knit goods	4	4/	173	4/		17	9.8	6	8	-	28
Notions	16	4/	267	4/		39	14.6	20	17	-	51
Piece goods	13	7	2,744	3,407	-19.5	110	4.0	27	82	9	52
All other	21	4/	264	4/		72	27.3	23	22	-	44
Electrical goods	37	16	2,345	6,628	-64.6	509	21.7	180	201	1	375
Electrical appliances, equipment and supplies	19	13	698	6,150	-88.7	185	26.6	69	75	-	190
All other	18	3	1,647	478	+244.6	324	19.7	111	126	1	185
Farm products-raw materials	6	40	3,436	13,542	-74.6	122	3.6	13	21	-	2
Farm products-consumer goods	380	416	33,825	72,971	-53.6	7,777	23.0	2,548	3,818	226	1,159
Dairy products (general line)	62		8,444			3,128	37.0	1,136	1,522	20	581
Cheese	48	119	5,780	48,766	-56.3	902	15.6	253	488	15	285
Milk and cream	60		6,776			1,610	23.8	530	802	15	119
All other dairy products	9		322			130	40.4	37	59	10	2
Poultry and poultry products	23	16	757	2,201	-65.6	189	25.0	37	58	10	5
Dairy and poultry products	26	16	8,016	7,056	+13.1	1,382	17.2	424	753	20	86
Fruits and vegetables (fresh)	148	265	2,829	14,946	-81.1	390	13.8	121	128	126	30
All other	4	4/	901	4/		46	5.1	8	8	10	51
Farm supplies	37	35	5,702	18,393	-63.6	1,041	15.5	292	356	3	729
Feed	24	31	3,987	17,756	-77.5	202	5.1	65	94	1	29
All other	13	4	2,715	637	+326.2	839	30.9	237	262	2	700
Furniture and house furnishings	38	41	4,188	8,829	-52.6	690	16.5	169	277	10	422
Furniture	10	17	342	3,021	-88.7	59	17.3	12	18	-	1
House furnishings	19	20	1,326	5,460	-75.7	296	22.3	73	122	4	36
Musical instruments	6	4	570	348	+63.8	234	41.1	64	81	2	114
All other	3	4/	1,950	4/		101	5.2	20	46	4	271
Groceries and foods (except farm products)	1,285	890	103,849	176,600	-41.2	11,360	10.9	4,233	5,671	77	7,688
Groceries (general line)	300	397	55,135	116,274	-52.5	3,221	5.8	1,296	1,654	40	5,192
Confectionery and soft drinks	413	227	19,319	12,385	+56.0	2,693	13.4	997	1,177	17	772
Fish and sea foods	21	4	139	475	-70.7	43	30.9	16	13	-	2
Meats and meat products	94	61	5,093	10,374	-50.9	1,492	29.3	383	553	2	119
Other food and grocery specialties	457	201	24,112	37,092	-35.0	4,001	16.6	1,541	2,174	18	1,603
Hardware	9	11	371	4,796	-92.3	99	26.7	28	49	2	177
Hardware (general line)	3	9	251	4,018	-93.8	56	22.3	19	28	1	144
Hardware (specialty lines)	6	2	120	777	-84.6	43	35.8	9	21	1	33
Jewelry and optical goods	18	45	1,733	2,411	-28.1	623	35.9	251	378	2	512
Lumber and building materials (other than metal)	205	142	30,230	4/		2,695	8.9	590	1,297	15	57
Lumber and millwork	180	4/	29,548	4/		2,548	8.6	553	1,212	15	51
Brick and tile	8	4/	248	4/		81	32.7	21	45	-	1
All other	17	4/	434	4/		66	15.2	16	40	-	5
Machinery, equipment and supplies	40	60	1,724	17,856	-90.3	546	31.7	181	240	2	274
Metals (except scrap)	4	19	2,052	8,777	-76.6	123	6.0	26	80	-	4
Paper and its products	41	28	10,281	10,392	- 1.1	811	7.9	342	506	19	269
Paper and its products (general line)	5	4/	158	4/		20	12.7	8	12	2	6
Paper and its products (specialty lines)	17	4/	8,620	4/		428	5.0	96	251	2	29
Stationery and stationery supplies	12	4/	1,178	4/		229	19.4	208	168	4	164
Wall paper	7	4/	325	4/		134	41.2	30	55	11	71
Petroleum and its products	193	81	14,923	22,569	-33.9	1,568	10.4	366	557	22	204
Plumbing and heating equipment & supplies	6	22	309	3,844	-92.0	153	49.5	31	45	-	28
Tobacco and its products (except leaf)	111	140	14,637	32,813	-55.4	842	5.8	290	340	8	818
Waste materials	11	26	8,367	14,448	-42.1	707	8.4	106	321	70	8
All other kinds of business	495	93	16,221	56,822	-73.2	2,732	17.9	1,091	1,454	70	539
Beer	266	4/	3,380	4/		539	16.9	158	176	8	47
Books and periodicals	12	6	939	2,613	-64.1	364	38.8	111	144	32	246

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
LIMITED FUNCTION WHOLESALERS (Continued)											
All other kinds of business (Continued)											
Flowers and nursery stock	7	2	$302	$38	+694.7	$81	26.8	35	$44	-	$149
Forest products (except lumber)	20	28	769	10,216	-92.5	161	20.9	34	77	-	5
Leather goods	8	8	839	682	+23.0	123	14.7	30	74	-	50
Newspapers and magazines	94	4/	6,641	4/		966	14.4	453	691	$20	7
Wines and spiritous liquors	24	4/	362	4/		76	21.0	28	50	-	15
Miscellaneous	64	4/	1,989	4/		432	21.7	242	218	10	22

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

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Type of Establishment and Kind of Business	Number of establishments 1933	Net sales 1933	Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH STOCKS 1/								
Amusement and sporting goods	216	$97,960	$14,803	15.1	4,962	$8,433	$249	$4,663
Cameras and motion picture equipment and supplies	6	29,589	2,160	7.3	737	1,343	...	1,487
Moving picture films	154	61,125	10,394	17.0	3,516	6,125	227	884
Sporting goods (general line)	9	1,531	521	34.0	202	239	1	374
Toys, novelties, and fireworks	20	1,942	364	18.7	119	181	4	757
All other	27	3,773	1,364	36.2	386	545	17	1,161
Automotive products	726	332,631	54,312	16.3	13,486	25,505	146	36,076
Automobiles and other motor vehicles	244	98,887	19,850	20.1	5,909	10,190	24	13,181
Automotive equipment, accessories and parts	188	20,331	6,340	31.2	2,072	2,614	24	4,118
Tires and tubes	294	213,413	28,122	13.2	5,505	12,701	98	18,777
Chemicals	703	299,412	45,486	15.2	9,416	19,562	96	34,287
Dyestuffs	12	3,551	786	22.1	111	406	...	451
Explosives	67	23,742	4,497	18.9	808	2,107	27	2,503
Industrial chemicals	139	162,475	13,677	8.4	2,574	6,280	20	15,309
Paints and varnishes	303	69,228	16,974	24.8	4,179	7,220	40	12,254
All other	182	40,416	9,552	23.6	1,744	3,549	9	3,770
Clothing and furnishings	337	199,562	25,556	12.8	6,402	12,031	202	23,935
Clothing and furnishings (general line)	3	188	66	35.1	11	29	...	51
Clothing, men's and boys'	54	21,420	1,805	8.4	522	884	12	4,764
Clothing, women's and children's	44	10,295	1,994	19.4	681	1,238	11	542
Furnishings (general line)	28	8,830	1,412	16.0	396	778	10	1,628
Furnishings, men's and boys'	73	32,879	5,143	15.6	1,058	2,213	79	2,727
Furnishings, women's and children's	28	8,021	1,103	13.8	292	611	29	1,529
Hosiery	30	15,278	1,795	11.7	376	804	11	2,284
Millinery and millinery supplies	16	985	208	21.1	61	114	4	63
Shoes and other footwear	61	101,666	12,030	11.8	3,005	5,360	46	10,347
Coal	30	13,117	2,099	16.0	515	946	11	922
Drugs and drug sundries	213	86,956	24,936	28.7	4,223	8,361	24	7,805
Drugs (general line)	11	3,195	322	10.1	91	152	1	337
Drugs (specialty lines)	91	47,821	13,534	28.3	2,985	5,821	11	4,033
Patent medicines	17	12,394	4,023	32.5	263	614	2	439
Toilet articles and preparations	79	22,335	6,833	30.6	799	1,647	8	2,863
All other	15	1,211	224	18.5	85	127	2	133
Dry goods	233	115,132	15,022	13.0	3,872	7,568	56	21,569
Dry goods (general line)	6	1,766	113	6.4	32	51	...	228
Knit goods	25	2,509	439	17.5	115	177	11	384
Notions	72	25,924	3,335	12.9	1,196	1,978	8	2,957
Piece goods	113	77,708	10,212	13.1	2,287	4,988	36	16,792
All other	17	7,225	923	12.8	242	374	1	1,208
Electrical goods	447	322,841	49,922	15.5	14,477	25,541	108	57,629
Electrical appliances, equipment and supplies	395	291,169	43,927	15.1	13,401	23,037	85	53,122
Radios and radio equipment	32	15,893	2,072	13.0	483	836	9	2,175
Refrigerators	20	15,779	3,923	24.9	593	1,668	14	2,332
Farm products—raw materials	5	558	30	5.4	10	19	...	16
Farm products—consumer goods	344	106,918	24,993	23.4	5,910	9,369	224	5,517
Dairy products (general line)	55	24,139	4,879	20.2	1,296	2,001	14	2,344
Butter	28	5,123	475	9.3	218	264	8	74
Cheese	35	31,430	5,534	17.6	396	969	1	1,941
All other dairy products	176	32,403	11,938	36.8	3,087	4,974	106	607
Poultry and poultry products	11	1,262	109	8.6	37	42	16	4
Dairy and poultry products	28	11,972	1,965	16.4	849	1,073	56	480
All other	12	589	93	15.8	27	46	23	67
Farm supplies	110	42,792	6,983	16.3	2,481	2,768	73	10,403
Feed	17	4,506	554	12.3	221	310	2	649
Fertilizer	90	37,701	6,354	16.9	2,242	2,425	69	9,731
All other	3	586	75	12.8	18	33	2	23
Furniture and house furnishings	344	71,809	10,616	14.8	2,772	5,329	107	9,413
China, glassware and crockery	10	2,018	347	17.2	85	190	1	610
Floor coverings	59	28,241	2,128	7.5	492	1,038	2	3,267
Furniture	136	25,511	4,630	18.1	1,161	2,464	38	3,137
House furnishings (except as specified)	138	15,763	3,445	21.9	1,019	1,616	65	2,383
Musical instruments and sheet music	2	276	65	23.6	16	21	1	16

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments 1933	Net sales 1933	Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH STOCKS 1/ (Continued)								
Groceries and foods (except farm products)	3,200	$1,661,861	$207,785	12.5	51,493	$84,561	$1,189	$77,974
Groceries (general line)	5	376	42	11.2	11	20	1	85
Confectionery and soft drinks	110	61,424	13,412	21.8	2,389	4,011	67	2,799
Fish and sea foods	4	1,509	189	12.5	79	129	...	556
Meats and meat products	845	616,271	52,454	8.5	19,231	27,636	353	17,961
Other food and grocery specialties	2,238	980,281	141,688	18.2	29,783	52,865	768	56,573
Hardware	97	20,811	3,758	18.1	1,123	1,950	12	4,508
Hardware (general line)	8	1,570	383	24.4	115	204	...	200
Hardware (specialty lines)	89	19,241	3,375	17.5	1,008	1,746	12	4,308
Jewelry and optical goods	269	26,221	8,221	31.4	2,563	3,940	21	6,407
Jewelry (general line)	12	570	218	38.2	137	125	2	168
Clocks and watches	3	2,423	315	13.0	53	97	2	230
Other jewelry specialties	61	9,490	1,956	20.6	493	925	15	3,313
Optical goods	193	13,738	5,732	41.7	1,870	2,792	1	2,696
Lumber and building materials (other than metal)	332	107,903	18,513	17.2	4,973	9,604	501	15,767
Lumber and millwork	51	10,343	1,521	14.7	515	593	15	1,917
Asbestos products	37	21,234	3,404	16.0	810	1,921	...	310
Brick and tile	46	7,897	1,087	13.8	214	571	15	3,928
Cement	44	16,151	2,827	17.5	579	1,514	8	2,660
Glass	57	36,111	5,503	15.2	1,780	3,151	370	3,611
All other	87	16,187	4,171	25.8	1,275	1,864	92	3,341
Machinery, equipment and supplies(except electrical)	2,988	438,692	112,972	25.8	36,218	60,861	1,486	113,386
Commercial machinery, equipment and supplies	696	64,270	20,084	31.2	9,340	13,639	83	7,647
Office equipment and supplies (except furniture)	563	55,382	17,947	32.4	8,627	12,349	68	5,348
Store equipment and supplies	38	2,620	685	25.1	208	393	4	321
All other	95	6,268	1,452	23.2	505	797	11	978
Construction machinery, equipment and supplies	181	20,031	4,925	24.6	1,576	2,602	24	6,164
Construction machinery	20	3,171	560	17.7	141	250	...	2,488
Road machinery and equipment	58	7,744	2,267	29.3	683	1,107	...	2,373
All other	103	9,116	2,098	23.0	752	1,245	24	1,303
Farm and dairy machinery and equipment	473	82,164	26,016	31.7	8,745	12,695	259	46,888
Industrial machinery, equipment and supplies	1,138	179,346	38,962	21.7	10,061	21,131	828	37,773
Bottles and bottling equipment	22	12,242	1,984	16.2	358	881	2	1,566
Machine tools	15	3,662	535	14.6	147	285	56	1,045
Mechanical rubber goods	44	10,030	1,370	13.7	344	835	8	1,066
Mill and mine supplies (general line)	270	25,351	4,966	19.6	1,060	2,197	240	12,338
All other	787	128,061	30,105	23.5	8,152	16,933	512	21,758
Professional equipment and supplies	237	56,556	11,851	20.9	3,688	5,303	240	7,725
Dental equipment and supplies	43	8,596	2,286	26.6	658	1,093	16	1,990
Surgical, medical and hospital equipment and supplies	94	13,091	3,449	26.3	997	1,738	1	1,190
All other	100	34,969	6,116	17.5	2,033	2,472	224	4,545
Service equipment and supplies	231	33,182	10,473	31.6	2,661	5,216	34	5,523
Barber and beauty parlor equipment and supplies	21	2,641	433	16.4	121	200	1	280
Laundry equipment and supplies	73	10,704	3,662	34.2	971	1,898	26	1,718
All other	137	19,837	6,378	32.2	1,569	3,121	7	3,525
Transportation equipment and supplies	32	3,043	659	21.7	147	374	20	1,656
Railroad equipment and supplies	22	2,312	527	22.8	109	308	20	1,350
All other	10	731	132	18.1	38	66	...	306
Metals (except scrap)	423	216,701	25,257	11.7	6,277	11,760	83	30,089
Iron and steel	270	97,127	11,763	12.1	4,230	6,132	37	19,678
Sheet metal products	28	17,137	2,140	12.5	540	872	38	2,034
Other metal and metal works	125	101,437	11,354	11.2	1,507	4,256	8	8,377
Paper and its products	203	94,012	15,700	16.7	2,959	5,268	45	7,126
Paper and its products (general line)	35	39,585	7,793	19.7	979	1,469	7	2,494
Paper and its products (specialty lines)	108	49,265	6,513	13.2	1,490	3,032	9	3,534
Stationery and stationery supplies	60	5,162	1,394	27.0	490	767	29	1,098
Petroleum and its products	121	25,209	3,990	15.8	932	1,584	8	2,719

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Type of Establishment and Kind of Business	Number of establishments 1933	Net sales 1933	Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH STOCKS 1/ (Continued)								
Plumbing and heating equipment and supplies	462	$82,831	$20,856	25.2	5,969	$9,352	$247	$18,476
Heating equipment (general line)	67	6,106	1,635	26.8	411	734	9	1,229
Pipe, valves and fittings	16	3,184	710	22.3	230	358	1	978
Plumbing and heating equipment (general line)	214	45,986	11,590	25.2	3,591	5,000	195	12,216
Stoves and ranges	25	3,530	671	19.0	135	240	5	433
All other	140	24,025	6,250	26.0	1,602	3,020	37	3,620
Tobacco and its products (except leaf)	86	512,474	33,256	6.5	3,195	6,555	25	20,627
All other kinds of business	566	269,294	39,605	14.7	8,959	16,152	270	40,598
Bags and bagging	17	16,090	1,193	7.4	214	333	...	1,851
Beer	93	37,141	7,693	20.7	1,174	2,289	47	2,415
Books and periodicals	31	11,930	4,816	40.4	1,137	2,321	14	4,379
Cordage and twine	25	10,331	1,126	10.9	289	636	4	1,725
Forest products (except lumber)	90	18,394	2,691	14.6	493	1,023	70	4,514
Leather	32	24,980	2,020	8.1	317	846	5	7,684
Leather goods	53	4,068	1,165	28.4	364	614	7	1,250
Newspapers and magazines	10	38,093	6,059	15.9	1,082	1,119	15	4,705
Oils and greases (animal and vegetable)	29	16,091	1,369	8.5	307	635	9	2,961
Rubber goods (general line)	30	35,426	6,008	17.0	1,998	3,557	7	3,251
Wines and spiritous liquors	27	17,251	1,239	7.2	350	662	3	3,533
Yarn	11	6,474	290	4.5	54	124	1	144
Miscellaneous	108	33,025	3,946	11.9	1,180	1,993	88	2,396
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS 1/								
Amusement and sporting goods	156	58,733	11,022	18.8	3,366	5,724	1	...
Moving picture films	141	57,304	10,864	19.0	3,271	5,633	1	...
Toys, novelties, and fireworks	6	1,355	132	9.7	83	68	...	...
All other	9	74	26	35.1	12	23	...	...
Automotive products	95	54,761	6,344	11.6	845	2,170	4	2
Automobiles and other motor vehicles	11	13,041	1,345	10.3	246	562	...	...
Automotive equipment, accessories and parts	38	7,882	602	7.6	102	287	...	1
Tires and tubes	46	33,838	4,397	13.0	497	1,321	4	1
Chemicals	145	68,073	9,025	13.3	1,529	3,857	28	18
Dyestuffs	14	9,623	898	9.3	142	416	1	...
Industrial chemicals	19	26,644	2,547	9.6	381	1,201	1	...
Paints and varnishes	46	20,568	3,578	17.4	745	1,587	5	18
All other	66	11,238	2,002	17.8	261	654	21	...
Clothing and furnishings	192	68,512	6,011	8.8	1,377	3,368	45	5
Clothing and furnishings (general line)	7	2,675	53	2.0	15	40	...	...
Clothing, men's and boys'	26	11,621	639	4.8	110	346	1	...
Clothing, women's and children's	19	7,426	962	13.0	173	436	32	...
Furnishings (general line)	35	7,948	1,327	16.7	444	703	2	5
Furnishings, men's and boys'	51	15,145	1,487	9.8	307	876	9	...
Furnishings, women's and children's	14	912	118	12.9	38	76	...	...
Hosiery	22	20,326	1,368	6.7	246	794	1	...
Millinery and millinery supplies	9	675	56	8.3	19	29	...	...
Shoes and other footwear	9	1,785	101	5.7	26	69	...	...
Coal	76	59,761	4,365	7.3	766	1,979	18	33
Drugs and drug sundries	38	9,654	2,486	25.8	423	998	6	31
Drugs (specialty lines)	13	2,585	148	5.7	36	66	3	...
Patent medicines	5	369	245	66.4	7	11	2	...
Toilet articles and preparations	13	2,335	916	39.2	92	212	1	31
All other	7	4,365	1,178	27.0	288	709	...	...
Dry goods	171	142,467	6,949	4.9	1,831	3,967	19	1
Dry goods (general line)	6	8,756	560	6.4	98	275	...	...
Knit goods	19	6,162	380	6.2	71	206	2	...
Notions	47	10,421	1,419	13.6	786	1,081	15	...
Piece goods	92	116,789	4,545	3.9	863	2,377	2	1
All other	7	339	45	13.3	13	28	...	...
Electrical goods	286	73,538	6,630	9.0	1,612	3,795	24	2
Electrical appliances, equipment and supplies	267	51,608	5,700	11.1	1,403	3,184	24	1
Radios and radio equipment	17	22,020	924	4.2	208	606	...	...
Refrigerators	2	10	6	60.0	1	5	...	1
Farm products-consumer goods	19	6,243	700	11.2	220	341	1	...
Farm supplies	51	20,861	2,204	10.6	467	988	10	44

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TABLE 2-B.--SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments 1933	Net sales 1933	Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS X/ (Continued)								
Furniture and house furnishings	141	$34,749	$3,154	9.1	737	$1,640	$23	$8
China, glassware and crockery	31	5,149	274	5.3	83	175	...	...
Floor coverings	44	22,775	2,261	9.9	410	1,096	9	...
Furniture	28	3,763	315	8.4	177	205	9	...
House furnishings (except as specified)	38	3,062	304	9.9	67	164	5	8
Groceries and foods (except farm products)	232	189,662	26,152	13.8	6,725	10,492	13	6
Confectionery and soft drinks	11	3,203	1,176	36.7	188	421	4	...
Meats and meat products	20	61,006	4,308	7.1	1,050	1,750	2	...
Other food and grocery specialties	201	125,453	20,668	16.5	4,487	8,321	7	5
Hardware (specialty lines)	34	13,329	733	5.5	166	413	1	...
Jewelry and optical goods	42	11,816	1,291	10.9	290	732	1	...
Jewelry	34	11,430	1,245	10.9	267	708	1	...
Optical goods	8	386	46	11.9	23	24	...	...
Lumber and building materials (other than metal)	223	67,744	7,101	10.5	1,492	3,824	57	115
Lumber and millwork	32	5,133	894	17.4	210	414	9	1
Asbestos products	22	3,462	487	14.1	128	261	...	...
Brick and tile	32	6,790	802	11.8	156	407	2	110
Cement	36	12,340	1,762	14.3	302	862	29	...
Glass	24	21,138	264	1.2	60	168	...	...
All other	77	18,881	2,892	15.3	636	1,412	17	4
Machinery, equipment and supplies (except electrical)	1,057	249,733	21,884	8.8	4,858	12,158	166	52
Commercial machinery, equipment and supplies	184	10,783	1,929	17.9	701	1,412	8	10
Office equipment and supplies (except furniture)	122	8,267	1,501	18.2	574	1,172	4	9
Store equipment and supplies	9	183	29	15.8	13	20	2	....
All other	53	2,333	399	17.1	114	220	2	1
Construction machinery, equipment and supplies	102	9,736	1,532	15.7	433	896	25	...
Construction machinery	17	1,678	394	25.0	74	191	1	...
Road machinery and equipment	11	3,943	458	11.6	130	271	...	...
All other	74	4,215	680	16.1	229	434	24	...
Farm and dairy machinery and equipment	26	7,207	1,257	17.4	264	418	9	...
Industrial machinery, equipment and supplies	586	179,104	13,013	7.3	2,749	7,030	78	42
Bottles and bottling equipment	8	2,766	90	3.3	23	65	...	...
Machine tools	22	1,502	312	20.8	80	173	2	...
Mechanical rubber goods	22	3,544	370	10.4	107	232	...	...
Mill and mine supplies (general line)	27	2,513	360	14.3	71	198	3	...
All other	507	168,779	11,881	7.0	2,468	6,362	65	42
Professional equipment and supplies	39	3,229	367	11.4	90	169	14	...
Surgical, medical and hospital equipment and supplies	24	664	164	24.7	31	69	13	...
All other	15	2,565	203	7.9	59	100	1	...
Service equipment and supplies	32	2,332	327	14.0	85	194	5	...
Barber and beauty parlor equipment and supplies	12	266	75	28.2	31	58	...	...
All other	20	2,066	252	12.2	54	136	5	...
Transportation equipment and supplies	88	37,342	3,459	9.3	536	2,039	35	...
Railroad equipment and supplies	80	24,306	3,078	12.7	489	1,847	35	...
All other	8	13,036	381	2.9	47	192	...	...
Metals (except scrap)	511	720,235	21,918	3.0	4,364	12,520	787	91
Copper	4	587	50	8.5	16	25	...	...
Iron and steel	426	652,991	17,884	2.7	3,588	10,274	770	90
Sheet metal products	4	350	34	9.7	7	24	3	...
Other metal and metal works	77	66,307	3,950	6.0	754	2,197	14	1
Paper and its products	226	144,108	11,730	8.1	2,269	6,408	23	14
Paper and its products (general line)	36	75,465	5,426	7.2	861	2,837	2	...
Paper and its products (specialty lines)	159	62,651	4,833	7.7	1,004	2,946	21	14
Stationery and stationery supplies	31	5,992	1,471	24.5	404	625	...	...
Petroleum and its products	19	55,782	4,438	8.0	1,233	2,379	1	...

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments 1933	Net sales 1933	Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS 1/ (Continued)								
Plumbing and heating equipment and supplies	123	$24,565	$4,309	17.5	1,039	$2,197	$10	...
Heating equipment (general line)	59	5,553	889	16.0	245	484	4	...
Pipe, valves and fittings	7	2,950	449	15.2	119	258	6	...
Plumbing and heating equipment (general line)	5	2,045	465	22.7	150	206	...	...
All other	52	14,017	2,506	17.9	525	1,249	...	...
Tobacco and its products (except leaf)	122	206,727	5,230	2.5	1,302	2,660	1	...
All other kinds of business	471	131,632	13,905	10.6	3,741	6,855	116	$12
Bags and bagging	6	2,105	171	8.1	34	90	1	...
Beer	14	325	53	16.3	19	27	59	...
Books and periodicals	17	4,452	1,492	33.5	347	743	...	...
Forest products (except lumber)	34	8,519	718	8.4	95	265	1	1
Leather	28	8,136	446	5.5	89	240	1	2
Leather goods	15	3,358	344	10.2	66	177	...	...
Newspapers and magazines	65	3,628	3,782	104.2	1,633	1,915	5	...
Oils and greases (animal and vegetable)	6	8,517	354	4.2	53	167	...	...
Rubber goods (general line)	5	432	94	21.8	8	52	...	...
Wines and spiritous liquors	15	29,062	1,937	6.7	208	799	2	...
Yarn	20	41,296	1,393	3.4	194	612	...	9
Miscellaneous	246	21,802	3,121	14.3	995	1,758	47	...

1/ Inasmuch as the 1929 data are available only for all manufacturers' sales branches combined, for comparison purposes those with stocks and those without stocks are consolidated for each of the 25 kinds of business on the following page.

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH AND WITHOUT STOCKS 3/											
Amusement and sporting goods	372	366	$156,693	$280,357	-44.1	$25,825	16.5	8,328	$14,156	$250	$4,663
Automotive products	821	748	387,392	743,877	-47.9	60,656	15.7	14,331	27,675	150	36,078
Chemicals	848	738	367,485	600,009	-38.8	54,511	14.8	10,945	23,419	124	34,305
Clothing and furnishings	529	606	268,074	512,153	-47.7	31,567	11.8	7,779	15,399	247	23,940
Coal	105	85	72,868	118,194	-38.3	6,464	8.9	1,281	2,925	29	955
Drugs and drug sundries	251	283	96,610	188,614	-48.8	27,422	28.4	4,646	9,359	30	7,836
Dry goods	404	316	257,599	413,027	-37.6	21,971	8.5	5,703	11,535	75	21,570
Electrical goods	733	960	396,379	1,413,393	-72.0	56,552	14.3	16,089	29,336	132	57,631
Farm products-raw materials	5	60	558	70,201	-99.2	30	5.4	10	19	...	16
Farm products-consumer goods	363	461	113,161	294,976	-61.6	25,693	22.7	6,130	9,710	225	5,517
Farm supplies	161	142	63,653	116,244	-45.2	9,187	14.4	2,948	3,756	83	10,447
Furniture and house furnishings	485	535	106,558	313,272	-66.0	13,769	12.9	3,509	6,969	130	9,421
Groceries and foods (except farm products)	3,432	3,907	1,851,523	3,917,937	-52.7	233,937	12.6	57,218	95,153	1,202	77,979
Hardware	131	195	34,140	79,489	-57.1	4,491	13.2	1,289	2,363	13	4,508
Jewelry and optical goods	311	263	38,037	89,528	-57.5	9,512	25.0	2,843	4,672	22	6,407
Lumber and building materials (other than metal)	555	777	175,647	486,147	-63.9	25,614	14.6	6,465	13,128	558	15,882
Machinery, equipment and supplies (except electrical)	4,045	3,352	688,425	1,424,962	-51.7	134,856	19.6	41,076	73,019	1,654	113,438
Metals (except scrap)	934	1,004	935,936	3,151,787	-70.3	47,175	5.0	10,641	24,280	870	30,180
Paper and its products	429	464	238,120	325,637	-26.9	27,430	11.5	5,228	11,676	68	7,140
Petroleum and its products	140	130	80,982	64,400	+25.7	8,428	10.4	2,165	3,963	9	2,719
Plumbing and heating equipment and supplies	585	674	107,396	269,663	-60.2	25,165	23.4	7,008	11,549	257	18,476
Tobacco and its products (except leaf)	207	236	719,201	784,091	- 8.3	38,436	5.4	4,497	9,215	26	20,627
Waste materials	2	3	169	4,572	-96.3	41	24.3	11	28	3	30
All other products	1,025	781	400,757	673,187	-40.5	53,469	13.3	12,689	22,980	383	40,580
BULK TANK STATIONS 5/											
Petroleum and its products	26,190	19,611	1,888,675	2,390,213	-21.0	372,990	19.7	95,962	153,060	2,141	138,574
CHAIN STORE WAREHOUSES											
Automotive products	4	8	8,618	5,404	+59.5	428	5.0	179	222	...	472
Clothing and furnishings	12	64	18,662	81,426	-77.1	700	3.8	220	374	13	1,418
Drugs and drug sundries	19	41	56,289	77,301	-27.2	1,712	3.0	911	1,103	1	3,685
Dry goods	9	8	63,018	6,067	+938.7	1,923	3.1	859	1,022	9	12,147
Electrical goods	3	17	3,868	12,199	-68.3	527	13.6	111	165	...	571
Farm products-consumer goods	85	45	81,733	76,306	+ 7.1	6,547	8.0	1,364	1,942	87	947
Farm supplies	4	6	1,152	1,814	-36.5	168	14.6	57	99	1	227
Furniture and house furnishings	5	13	4,209	24,353	-82.7	781	18.6	295	384	...	489
General merchandise	3	7	1,294	5,991	-78.4	142	11.0	45	55	...	158
Groceries and foods (except farm products)	288	267	1,172,607	1,569,706	-25.3	50,755	4.3	14,114	22,502	401	44,558
Groceries (general line)	230	217	1,111,503	1,458,042	-23.8	47,476	4.3	12,813	20,896	352	43,943
Fish and sea foods	4	1	541	485	+11.5	85	15.7	16	36	16	3
Meats and meat products	18	23	33,935	40,777	-16.8	1,411	4.2	390	570	15	488
Other food and grocery specialties	36	26	26,628	70,402	-62.2	1,783	6.7	895	1,000	18	124
Hardware	4	1	597	508	+17.5	166	27.8	78	84	...	197
Tobacco and its products (except leaf)	20	27	15,400	44,551	-65.4	879	5.7	205	413	...	1,001
All other kinds of business	6	55	4,116	24,055	-82.9	39	0.9	12	18	6	134
ASSEMBLERS AND COUNTRY BUYERS 8/											
ASSEMBLERS OF FARM PRODUCTS											
Farm products-raw materials	4,149	12,868	347,265	1,633,009	-78.7	22,184	6.4	6,240	9,256	2,613	103,656
Cotton	1,226	4,182	144,718	729,534	-80.2	6,318	4.4	2,080	2,220	232	9,952
Grain	801	1,543	52,868	212,508	-75.1	3,217	6.1	1,180	1,547	154	4,847
Hides, skins, and furs (raw)	436	340	14,681	7,734	+89.8	1,469	10.0	491	646	102	1,663
Horses and mules	124	95	2,508	2,487	+ 0.8	330	13.2	120	87	10	199
Livestock	1,132	4,802	56,516	470,975	-88.0	2,591	4.6	647	657	162	886
Tobacco (leaf)	199	322	61,857	143,417	-56.9	7,054	11.4	1,265	3,541	1,891	84,711
Wool and mohair	70	111	6,562	9,813	-33.1	538	8.2	160	263	19	765
All other	170	1,473	7,555	56,541	-86.6	667	8.8	307	295	43	633
Farm products-consumer goods	6,777	8,187	336,053	611,297	-45.0	51,693	15.4	20,510	23,965	7,062	10,949
Dairy products (general line)	182		9,875			2,352	23.8	873	1,029	39	137
Butter	54		2,645			315	11.9	109	117	7	124
Cheese	25	192	10,710	18,282	+115.2	523	4.9	119	246	34	708
Milk and cream	334		15,728			1,333	8.5	464	455	19	123
All other dairy products	5		378			115	30.4	26	44	8	9
Poultry and poultry products	1,869	2,284	75,480	160,642	-53.0	7,920	10.5	3,958	3,510	649	1,849
Dairy and poultry products	2,456	2,746	65,438	142,349	-54.0	7,115	10.9	3,066	2,970	501	1,700
Fruits and vegetables (fresh)	1,748	2,965	143,900	290,024	-50.4	30,612	21.3	11,039	15,027	5,661	5,623
All other	104	4/	11,898	4/		1,408	11.6	856	567	144	676

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TABLE 2-B.--SUMMARY OF WHOLESALE TRADE FOR THE U.S.: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

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Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
ASSEMBLERS OF FARM PRODUCTS (Continued)											
Farm supplies	126	373	$4,357	$31,212	-86.0	$457	10.5	166	$190	$51	$434
Groceries and foods (except farm products)	140	281	27,412	24,006	+14.2	2,650	9.7	943	1,292	378	8,861
All other kinds of business	89	175	3,501	4,706	-25.6	773	22.1	227	318	83	1,006
COOPERATIVE MARKETING ASSOCIATIONS 2/											
Farm products-raw materials	931	2,829	263,204	743,975	-64.6	9,842	3.7	2,802	4,632	276	31,847
Cotton	293	87	66,923	110,425	-39.4	2,074	3.1	863	1,393	27	18,768
Grain	286	1,612	42,481	245,315	-82.7	2,655	6.2	867	1,145	114	6,393
Livestock	306	1,197	130,451	356,079	-63.4	2,836	2.2	830	1,576	91	192
Tobacco (leaf)	19	2	2,735	4,055	-32.6	337	12.3	47	101	11	6,409
Wool and mohair	9	13	19,487	3,506	+455.8	1,867	9.6	168	383	5	33
All other	18	18	1,127	24,494	-95.4	73	6.5	27	34	28	52
Farm products-consumer goods	1,549	1,293	377,614	671,844	-43.8	49,292	13.1	16,172	21,763	4,193	10,161
Dairy products (general line)	332		74,252			14,073	19.0	4,310	5,544	125	1,350
Butter	144		12,903			1,604	12.4	467	592	59	145
Cheese	112		3,704			331	8.9	170	206	14	157
Milk and cream	116	306	11,980	232,813	-27.9	1,299	10.8	548	579	8	101
All other dairy products	11		3,014			1,484	49.2	529	857	13	69
All other	75		8,771			905	10.3	361	390	41	553
Dairy and poultry products	140		53,217			3,942	7.4	1,430	1,656	48	2,481
Poultry and poultry products	100	111	33,706	36,702	- 8.2	4,052	12.0	1,753	1,935	48	1,917
Fruits and vegetables (fresh)	519	876	176,067	402,329	-56.2	21,602	12.3	6,584	10,004	3,837	3,388
Farm supplies	182	35	14,772	4,272	+245.8	1,744	11.8	679	746	34	1,454
Groceries and foods (except farm products)	14	36	24,016	37,134	-35.3	4,069	16.9	970	1,042	112	3,773
All other kinds of business	56	15	6,466	1,241	+421.0	779	12.0	288	372	16	1,841
ELEVATORS 3/											
Farm products-raw materials	7,050	8,134	337,205	986,786	-65.7	25,345	7.5	10,105	11,739	820	48,319
All other kinds of business	37		797			104	13.0	48	42	4	93
CREAM STATIONS											
Farm products-consumer goods	2,860	4/	31,459	4/		4,893	15.6	2,736	2,259	152	747
AGENTS AND BROKERS											
BROKERS											
Amusement and sporting goods	4	5	200	305	-34.4	8	4.0	3	3	...	2
Automotive products	3	3	90	314	-71.3	19	21.1	7	9	...	...
Chemicals	15	29	2,490	17,150	-85.5	53	2.1	15	27	...	5
Industrial chemicals	7	4/	1,374	4/		11	0.8	4	5	...	...
All other	8	4/	1,116	4/		42	3.8	11	22	...	5
Clothing and furnishings	24	16	3,790	9,585	-60.5	153	4.0	81	70	...	1
Clothing, women's and children's	5		1,924			40	2.1	25	22	...	...
Furnishings, men's and toys'	4	12	98	6,813	-98.8	11	11.2	4	2	...	1
Furnishings, women's and children's	6		209			23	11.0	4	6	...	...
All other	3		1,121			65	5.8	44	34	...	...
Millinery and millinery supplies	3	1	164	93	+76.3	2	1.2	...	...	...	...
Shoes and other footwear	3	3	274	2,679	-89.8	12	4.4	4	6	...	...
Coal	64	86	16,461	33,588	-51.0	1,092	6.6	229	504	13	6
Drugs and drug sundries	9	20	3,702	7,223	-48.7	101	2.7	25	60	...	18
Drugs (specialty lines)	5	15	237	4,648	-94.9	23	9.7	6	8	...	17
All other	4	5	3,465	2,575	+34.6	78	2.3	19	52	...	1
Dry goods	89	77	171,883	180,599	- 4.8	902	0.5	253	567	1	154
Dry goods (general line)	4	8	1,185	2,607	-54.5	34	2.9	10	24	...	23
Notions	3	1	278	23	+1108.7	35	12.6	13	12	...	...
Piece goods	69	65	169,828	175,785	- 3.4	760	0.5	223	515	1	117
All other	13	3	592	2,184	-72.9	53	9.0	7	16	...	14
Electrical goods	11	6	368	828	-55.6	41	11.1	16	21	...	2
Electrical appliances, equipment and supplies	9	5	291	763	-61.9	32	11.0	14	14	...	...
All other	2	1	77	65	+18.5	9	11.7	4	7	...	2
Farm products-raw materials	517	799	291,082	1,220,233	-76.1	4,801	1.6	1,036	2,128	225	3,194
Cotton	184	272	106,534	413,393	-74.2	1,349	1.3	272	512	34	2,261
Grain	111	173	74,902	372,627	-79.9	809	1.1	164	324	16	154
Hides, skins, and furs (raw)	79	57	20,697	102,245	-79.8	611	3.0	129	271	15	350

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stock on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
BROKERS (Continued)											
Farm products-raw materials (Continued)											
Horses and mules	4	3	$401	$1,091	-63.2	$65	16.2	14	$38	...	$6
Livestock	74	209	89,745	265,194	-77.5	1,046	1.8	296	571	$38	54
Silk (raw)	3	2	510	3,556	-85.7	3	0.6	1	...	...	...
Tobacco (leaf)	32	19	11,696	9,863	+17.6	696	6.0	127	387	123	316
Wool and mohair	20	56	8,705	43,547	-80.0	108	1.2	12	19	2	49
All other	10	6	7,993	8,717	- 8.3	114	1.4	21	39	...	22
Farm products-consumer goods	586	495	189,195	263,374	-35.8	4,814	2.8	976	1,925	89	340
Dairy products-(general line)	10		1,966			42	2.1	8	13	3	1
Cheese	6	17	1,590	13,503	-54.3	35	2.2	6	21	4	1
All other dairy products	11		2,593			78	3.0	19	20	3	8
Poultry and poultry products	13	16	5,504	6,501	-15.3	133	2.4	30	44	3	1
Dairy and poultry products	28	18	23,682	15,449	+53.3	308	1.3	49	137	6	19
Fruits and vegetables (fresh)	498	444	133,838	227,921	-41.3	4,218	3.2	865	1,670	76	330
Farm supplies	91	126	27,289	104,097	-73.8	593	2.2	141	239	9	42
Feed	59	98	19,491	90,848	-78.5	455	2.3	109	176	5	23
Fertilizer	22	19	7,104	10,843	-34.5	110	1.8	27	57	...	16
Seeds	8	9	434	2,406	-71.2	18	4.1	4	4	2	9
All other	2		260			10	3.8	1	2	2	...
Furniture and house furnishings	32	15	2,171	4,400	-50.7	206	9.5	106	160	4	42
Furniture	9	6	632	3,212	-80.3	36	5.7	9	18	...	...
China, glassware and crockery	4		175			27	15.4	9	14	...	...
House furnishings	15	9	1,052	1,188	+29.5	105	10.0	45	51	1	42
All other	4		312			38	12.2	43	103	3	...
General merchandise	55	18	43,643	8,130	+436.8	463	1.1	191	511	23	...
Groceries and foods (except farm products)	1,377	1,387	1,175,064	1,666,894	-29.5	16,106	1.4	4,032	8,247	106	2,269
Groceries (general line)	48	542	27,707	500,738	-94.5	402	1.5	119	193	6	7
Confectionery and soft drinks	9	13	8,099	3,440	+135.4	317	3.9	25	85	...	1
Fish and sea foods	22	25	3,969	4,284	- 7.4	121	3.0	31	47	2	17
Meats and meat products	28	48	17,501	85,706	-79.6	238	1.4	57	93	2	9
Other food and grocery specialties	1,270	759	1,117,788	1,072,726	+ 4.2	15,028	1.3	3,800	7,829	98	2,235
Hardware	6	11	735	1,618	-54.6	24	3.3	11	11	...	...
Jewelry and optical goods	39	41	1,489	3,641	-59.1	99	6.6	26	23	2	48
Jewelry (general line)	17	4/	589	4/		55	9.3	17	14	...	17
Diamonds and other precious stones	16	4/	683	4/		23	3.4	4	4	...	2
Other jewelry specialties	6	4/	217	4/		21	9.7	4	5	2	29
Lumber and building materials (other than metal)	139	148	16,210	60,410	-67.8	998	6.2	248	427	20	114
Lumber and millwork	113	124	14,539	47,887	-69.6	872	6.0	200	337	20	79
Brick and tile	8	24	302	2,523	-33.8	30	9.9	12	21	...	1
All other	18		1,369			96	7.0	36	49	...	34
Machinery, equipment and supplies (except electrical)	67	54	5,774	4,707	+22.7	473	8.2	138	250	27	87
Commercial machinery, equipment and supplies	12	9	111	676	-83.6	11	9.9	3	1	...	...
Construction machinery, equipment and supplies	4	2	42	487	-91.4	7	16.7	1	2	...	4
Industrial machinery, equipment and supplies	46	33	3,987	2,952	+35.1	302	7.6	101	161	9	51
Transportation equipment and supplies	21	5	1,202	423	+184.2	107	8.9	26	45	...	8
Professional equipment and supplies	2		305			44	14.4	5	23	18	...
Other machinery, equipment and supplies	2	6	127	169	+155.6	2	1.6	...	...	...	...
Metals (except scrap)	30	18	9,001	17,888	-49.7	386	4.3	76	169	...	92
Iron and steel	22	4/	6,862	4/		278	4.1	47	116	...	92
Other metal and metal works	8	4/	2,139	4/		108	5.0	28	54	...	...
Paper and its products	21	65	2,474	6,351	-53.8	191	7.7	80	86	5	3
Paper and its products (general line)	4	12	720	2,015	-64.3	17	2.4	7	4	...	...
Paper and its products (specialty lines)	11	17	1,279	1,007	+27.0	150	11.7	43	69	...	2
Stationery and stationery supplies	6	36	475	2,329	-79.6	24	5.1	30	11	5	1
Petroleum and its products	49	33	44,388	29,161	+52.2	971	2.2	135	429	11	9
Plumbing and heating equipment and supplies	7	5	365	1,117	-67.5	17	4.7	4	5	...	...
Tobacco and its products (except leaf)	4	7	407	602	-32.4	23	5.7	6	5	...	...

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
BROKERS (Continued)											
Waste materials	38	53	$8,893	$53,890	-84.1	$403	4.7	84	$224	$4	$62
Iron and steel scrap	11	39	4,373	47,697	-90.8	206	4.7	30	121	...	30
Junk and scrap (general line)	17	7	3,742	3,870	- 3.3	175	4.7	46	99	3	9
Waste paper, rags and rubber	7	7	478	2,323	-79.4	22	4.6	8	4	1	23
All other products	140	172	91,508	352,839	-74.1	1,699	1.7	324	642	16	124
Beer	11	4/	910	4/		70	7.7	14	27	1	2
Flowers and nursery stock	5	1	430	85	+405.9	95	22.1	36	49	...	...
Forest products (except lumber)	16	29	2,100	11,517	-81.8	145	6.9	27	80	9	10
Leather	5	3	2,635	661	+497.1	258	9.8	43	72	...	1
Leather goods	4		1,252			21	1.7	5	8	...	...
Oils and greases (animal and vegetable)	30	48	62,697	165,397	-69.7	502	0.8	89	197	3	49
Wines and spiritous liquors	17	4/	1,324	4/		97	7.3	18	50	...	36
Rubber, crude	7		4,002			74	1.8	9	25	...	7
Yarn	19	94	7,619	186,189	-89.1	129	1.7	36	50	...	19
Miscellaneous kinds of business	26		8,639			208	2.4	48	84	3	...
COMMISSION MERCHANTS											
Automotive products	17	8	870	2,983	-70.8	78	9.0	25	39	1	47
Chemicals	22	23	13,380	23,622	-43.4	861	6.4	131	277	2	215
Explosives	4	4/	94	4/		12	12.8	2	4	2	6
Naval stores	13	4/	12,931	4/		807	6.2	113	243	...	116
All other	5	4/	355	4/		42	11.8	16	30	...	93
Clothing and furnishings	48	80	35,937	71,974	-50.1	1,493	4.2	372	666	20	457
Clothing, men's and boys'	3		252			21	8.3	7	11	...	1
Clothing, women's and children's	12		14,896			201	1.3	55	87	4	42
Furnishings (general line)	6	69	10,794	67,404	-50.0	303	2.8	90	207	2	117
Furnishings, women's and children's	3		187			60	32.1	51	54	1	1
Hosiery	13		5,939			312	6.3	67	119	11	143
Other clothing and furnishings	2		1,615			81	5.0	12	40	1	20
Millinery and millinery supplies	6	17	695	3,656	-81.0	69	9.9	22	51	1	13
Shoes and other footwear	4	4	1,669	914	+70.6	446	28.6	78	97	...	120
Coal	18	34	1,088	11,930	-90.9	163	15.0	33	76	5	8
Drugs and drug sundries	7	7	3,270	1,461	+123.8	80	2.4	36	42	...	5
Dry goods	133	149	340,211	517,371	-34.2	12,223	3.6	2,548	7,187	26	2,319
Dry goods (general line)	8	17	34,296	99,924	-65.7	617	1.8	197	370	...	13
Notions	23	23	19,908	22,712	-12.3	1,106	5.6	259	397	7	1,388
Piece goods	88	102	280,683	385,679	-27.2	10,268	3.7	2,034	6,322	17	914
Knit goods	8	7	4,985	9,056	-41.2	199	4.0	47	90	...	1
All other	6		339			34	10.0	11	8	1	3
Electrical goods	24	11	1,798	3,818	-62.9	197	11.0	74	114	2	149
Electrical appliances, equipment and supplies	21	5	1,667	778	+114.3	179	10.7	65	103	1	149
Radios and radio equipment	3	6	131	3,040	-95.7	18	13.7	9	11	1	...
Farm products-raw materials	1,294	1,227	1,190,037	2,981,719	-60.1	24,426	2.1	6,175	11,781	608	12,716
Cotton	70	114	59,942	188,767	-68.2	1,650	2.8	291	619	8	2,837
Grain	219	243	346,788	783,170	-55.8	7,095	2.1	1,301	2,883	49	3,889
Hides, skins, and furs (raw)	26	42	4,286	20,924	-79.6	129	3.0	41	42	3	60
Horses and mules	39	22	10,492	20,360	-48.5	472	4.5	149	227	51	165
Livestock	811	725	716,020	1,908,840	-62.5	12,984	1.8	3,830	7,070	296	1,003
Tobacco (leaf)	83	29	22,439	8,225	+172.8	1,019	4.5	383	549	176	1,036
Wool and mohair	33	37	27,737	39,420	-29.6	1,044	3.8	169	374	15	3,717
All other	13	15	3,333	12,013	-72.3	33	1.0	11	17	10	9
Farm products-consumer goods	1,015	1,047	378,988	559,960	-32.3	23,446	6.2	5,931	11,204	636	4,083
Poultry and poultry products	142	182	38,672	122,092	-68.4	2,277	5.9	575	1,142	52	317
Dairy and poultry products	80	28	13,534	15,334	-11.7	601	4.4	162	252	22	633
Fruits and vegetables (fresh)	776	826	323,586	409,049	-20.9	20,464	6.3	5,164	9,761	556	3,097
All other	17	12	3,297	13,476	-75.5	104	3.2	30	49	6	36
Farm supplies	58	63	2,776	24,772	-88.8	194	7.0	48	69	15	40
Feed	36	49	2,266	22,666	-90.0	151	6.7	38	64	13	9
Fertilizer	16	9	209	1,546	-86.5	10	4.8	4	4	2	...
Seeds	4	5	199	570	-47.2	20	10.1	2	4	...	17
All other	2		102			13	12.7	4	7	...	14
Furniture and house furnishings	35	26	4,219	3,511	+20.2	557	13.2	177	321	6	99
Furniture	14	12	1,906	1,993	- 4.4	227	11.9	73	131	3	54
Floor coverings	7		976			178	18.2	60	102	...	6
House furnishings (except as specified)	9	14	1,082	1,618	+52.4	104	9.6	32	55	2	34
All other	5		256			48	18.8	12	33	...	6

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
COMMISSION MERCHANTS (Continued)											
General merchandise	3	12	$1,990	$7,627	-73.9	$87	4.4	35	$59	...	$130
Groceries and foods (except farm products)	121	264	46,736	163,397	-71.4	1,851	4.0	537	1,048	$55	410
Confectionery and soft drinks	3	5	428	201	+112.9	30	7.0	6	12	...	3
Fish and sea foods	40	74	10,524	26,279	-60.0	971	9.2	274	586	16	84
Meats and meat products	12	59	12,454	42,706	-70.8	165	1.3	46	64	...	7
Other food and grocery specialties	66	126	23,330	94,212	-75.2	685	2.9	211	382	37	346
Hardware	4	1	176	13	+1269.2	17	9.6	5	6	...	7
Jewelry and optical goods	5	18	184	1,858	-90.1	19	10.3	4	5	1	6
Lumber and building materials (other than metal)	47	150	8,683	59,766	-85.5	590	6.8	118	273	17	156
Lumber and millwork	44	115	8,451	57,518	-85.5	532	6.3	112	244	15	154
All other	3	15	232	2,248	-89.7	58	25.0	6	27	4	...
Machinery, equipment and supplies (except electrical)	20	66	5,765	17,852	-67.7	192	3.3	52	82	2	19
Metals (except scrap)	5	18	1,752	101,590	-98.3	36	2.1	18	14	1	16
Paper and its products	4	15	299	11,035	-97.3	32	10.7	9	8	...	48
Petroleum and its products	68	18	4,597	8,506	-45.9	473	10.3	151	197	9	102
Waste materials	4	8	522	3,944	-86.8	34	6.5	7	14	...	...
All other kinds of business	176	264	181,589	116,236	+56.2	4,962	2.7	1,261	2,440	40	1,345
Beer	5	4/	81	4/		10	12.3	2	2	...	1
Flowers and nursery stock	79	97	10,232	24,157	-57.6	1,777	17.4	587	874	24	232
Forest products (except lumber)	4	22	5,506	8,605	-36.0	236	4.3	51	177	...	62
Leather	15	37	11,706	26,523	-55.9	365	3.1	82	144	5	84
Leather goods	4	6	2,167	2,844	- 2.5	74	3.4	19	46	...	...
Newspapers and magazines	9		635			87	13.7	37	62	4	32
Oils and greases (animal and vegetable)	5	92	5,558	54,727	+177.5	37	0.7	11	20	...	50
Yarn	29		24,064			1,129	4.7	200	527	2	864
Miscellaneous	26		121,620			1,247	1.0	292	598	7	58
EXPORT AGENTS											
Amusement and sporting goods	5	4	679	655	+ 4.3	60	10.4	10	28	1	...
Automotive products	28	17	9,202	12,855	-28.4	672	6.2	116	218	3	78
Chemicals	5	4	3,330	11,778	-71.7	94	2.8	17	63	1	105
Clothing and furnishings	6	8	534	655	-18.5	64	12.0	19	26	...	42
Drugs and drug sundries	6	3	212	8,666	-97.6	23	10.8	11	16	...	1
Dry goods	13	25	1,936	7,929	-75.6	95	4.9	20	53	...	11
Electrical goods	15	5	1,987	568	+249.2	200	10.1	46	89	2	13
Farm products-raw materials	26	30	46,125	133,690	-65.5	2,279	4.9	978	874	35	965
Farm products-consumer goods	12	15	2,691	5,996	-55.1	134	5.0	26	63	2	4
General merchandise	16	39	1,706	101,382	-98.3	84	4.9	32	46	3	1
Groceries and foods (except farm products)	17	17	4,809	28,911	-83.4	208	4.3	43	92	6	26
Hardware	7	11	419	5,657	-92.6	65	16.3	17	23	...	....
Lumber and building materials (other than metal)	14	9	9,008	9,902	- 9.0	302	3.4	60	151	...	4
Machinery, equipment and supplies (except electrical)	32	17	7,663	12,141	-36.9	790	10.3	92	223	6	66
Metals (except scrap)	5	8	11,335	5,212	+117.5	163	1.3	44	92	...	60
Paper and its products	5	4/	218	4/		60	27.5	15	27	...	1
Petroleum and its products	6	4	51,184	3,754	+730.7	455	1.5	70	274	...	...
All other kinds of business	15	48	2,188	49,509	-95.6	101	4.6	27	34	...	9
IMPORT AGENTS											
Amusement and sporting goods	7	4	1,154	836	+38.0	111	9.6	27	61	1	40
Chemicals	10	1	1,642	118	+1291.5	113	6.9	23	60	2	51
Clothing and furnishings	6	2	920	1,175	-21.6	29	3.2	7	11	...	54
Drugs and drug sundries	11	4	1,026	1,204	-14.9	50	4.9	18	22	...	10
Dry goods	24	14	3,383	4,696	-28.0	407	12.0	87	174	5	329
Farm products-raw materials	19	9	22,448	8,467	+165.1	1,657	7.4	48	97	1	168
Farm products-consumer goods	3	6	431	3,083	-86.0	24	5.6	6	11	...	4
Furniture and house furnishings	9	3	345	440	-21.4	134	38.7	29	49	...	54
General merchandise	3	4/	1,069	4/		63	5.9	8	40	1	...
Groceries and foods (except farm products)	32	16	12,278	13,269	- 7.5	196	1.6	63	94	2	115
Hardware	4	4/	74	4/		17	23.0	6	9	...	1
Jewelry and optical goods	3	2	274	540	-49.3	63	23.0	5	8	...	515
Lumber and building materials (other than metal)	5	1	301	284	+ 6.0	12	4.0	1	7	6	...
Machinery, equipment and supplies (except electrical)	6	5	101	393	-74.3	26	24.8	13	15	...	26
Metals (except scrap)	4	1	1,021	1,247	-18.1	95	9.3	22	53	1	212
Paper and its products	6	4/	1,078	4/		79	7.3	15	45	1	61
All other kinds of business	27	18	3,005	21,406	-86.0	156	5.2	45	70	3	151

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TABLE 2-8.—SUMMARY OF WHOLESALE TRADE FOR THE U.S.: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
MANUFACTURERS' AGENTS											
Amusement and sporting goods	86	107	$7,080	$23,223	-69.5	$632	8.9	174	$301	$13	$114
Sporting goods (general line)	13	4/	2,085	4/		136	6.5	32	68	3	17
Toys, novelties, and fireworks	59	4/	4,201	4/		432	10.3	114	205	8	63
All other	14	4/	794	4/		64	8.1	28	28	2	34
Automotive products	166	299	27,135	88,505	-69.3	1,916	7.1	588	974	12	808
Automobiles and other motor vehicles	15	12	2,285	3,522	-35.1	368	16.1	165	196	2	232
Automotive equipment, accessories and parts	142	280	24,219	84,302	-71.3	1,432	5.9	390	713	9	535
Tires and tubes	9	7	631	681	- 7.3	116	18.4	33	65	1	41
Chemicals	171	151	25,187	50,012	-49.6	1,674	6.6	415	827	25	521
Dyestuffs	4		126			31	24.6	5	13	1	2
Industrial chemicals	54	105	12,489	43,292	-45.6	783	6.3	185	370	6	240
Naval stores	6		1,042			17	1.6	9	9	1	2
All other chemicals	67		9,889			678	6.9	166	357	6	251
Paints and varnishes	40	45	1,641	6,720	-75.6	165	10.1	50	78	11	26
Clothing and furnishings	489	537	59,273	133,717	-55.7	2,531	4.3	715	1,166	46	179
Clothing and furnishings (general line)	19		4,863			156	3.2	49	93	1	...
Clothing, men's and boys'	37		2,744			96	3.6	28	40	2	2
Clothing, women's and children's	149		17,718			847	4.8	234	362	24	42
Furnishings (general line)	26	411	5,413	111,612	-55.1	171	3.2	35	58	2	...
Furnishings, men's and boys'	43		3,000			189	6.3	62	114	2	11
Furnishings, women's and children's	38		2,818			159	5.6	48	76	2	7
Hosiery	60		13,507			563	4.2	148	296	10	91
Millinery and millinery supplies	84	59	5,310	6,867	-22.7	272	5.1	97	113	2	24
Shoes and other footwear	33	67	3,900	15,238	-74.4	78	2.0	14	16	1	2
Coal	16	18	3,489	13,958	-75.0	319	9.1	60	161	4	3
Drugs and drug sundries	60	162	7,222	29,063	-75.2	604	8.4	181	303	4	427
Drugs (general line)	5	29	2,494	12,779	-80.5	236	9.5	80	115	...	245
Drugs (specialty lines)	12		2,464			115	4.7	35	72	...	114
All other	16	106	622	6,756	-52.2	59	9.5	22	24	1	18
Patent medicines	4		143			19	13.3	7	6	1	...
Toilet articles and preparations	23	27	1,499	9,528	-84.3	175	11.7	37	86	2	50
Dry goods	481	479	114,164	195,418	-41.6	4,303	3.8	1,127	2,269	51	669
Dry goods (general line)	27	71	2,804	10,896	-74.3	163	5.8	47	84	2	30
Notions	80	95	4,746	11,852	-60.0	332	7.0	93	124	6	56
Piece goods	279	265	91,954	161,781	-43.2	3,146	3.4	835	1,698	36	506
Knit goods	54	48	9,308	10,889	+34.6	478	5.1	107	256	3	27
All other	41		5,352			184	3.4	45	107	4	50
Electrical goods	298	558	20,454	123,807	-83.5	2,046	10.0	564	921	43	422
Electrical appliances, equipment and supplies	245	458	17,109	93,983	-81.8	1,662	9.7	490	745	35	319
Radios and radio equipment	44	79	2,803	18,961	-85.2	285	10.2	75	133	7	60
Refrigerators	9	21	542	10,863	-95.0	99	18.3	19	43	1	43
Farm products-raw materials	7/	33	7/	3,857		7/		7/	7/	7/	7/
Farm products-consumer goods	4	19	157	19,627	-99.2	40	25.5	11	9	...	1
Farm supplies	34	43	2,131	10,645	-80.0	106	5.0	25	41	6	42
Feed	7	8	1,469	8,805	-83.3	57	3.9	13	18	2	34
All other	27	35	662	1,840	-64.0	49	7.4	12	23	4	8
Furniture and house furnishings	343	468	34,831	107,404	-67.6	2,620	7.5	731	1,288	59	239
Furniture	116	217	11,059	57,198	-80.7	770	7.0	210	406	12	44
China, glassware and crockery	57		7,590			487	6.4	119	203	16	8
Floor coverings	32	243	5,380	49,177	-51.8	375	7.0	92	207	...	128
House furnishings (except as specified)	134		10,714			960	9.0	290	448	31	59
Musical instruments and sheet music	4	8	88	1,029	-91.4	28	31.8	20	24	...	...
Groceries and foods (except farm products)	231	397	96,949	203,854	-52.4	4,260	4.4	999	2,008	18	1,032
Confectionery and soft drinks	19	69	9,585	7,071	+35.6	2,235	23.8	409	871	...	836
Meats and meat products	6	9	141	3,023	-95.3	2	1.4	...	...	...	...
Other food and grocery specialties	207	329	87,223	193,760	-55.0	1,973	2.3	590	1,137	18	194
Hardware	145	270	13,783	51,460	-73.2	863	6.3	248	418	8	106
Hardware (general line)	26	167	3,922	38,773	-89.9	166	4.2	51	77	1	16
Hardware (specialty lines)	119	103	9,861	12,687	-22.3	697	7.1	197	341	7	90

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TABLE 2 B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expense		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
MANUFACTURERS' AGENTS (Continued)											
Jewelry and optical goods	51	78	$2,209	$12,052	-81.7	$200	9.1	54	$82	$1	$21
Jewelry (general line)	22		1,134			121	10.7	33	58	1	12
Clocks and watches	3	75	83	11,698	-84.6	9	10.8	3	4	...	3
Other jewelry specialties	22		601			48	8.0	11	10	...	5
Optical goods	4	3	391	354	410.5	22	5.6	7	10	...	1
Lumber and building materials (other than metal)	201	443	14,514	104,165	-86.1	1,204	8.3	330	635	112	183
Lumber and millwork	63	126	8,936	53,488	-83.3	350	3.9	100	169	6	33
Asbestos products	5		239			75	31.4	20	38	19	25
Brick and tile	23		1,266			228	18.0	61	151	34	3
Cement	3	317	122	50,677	-89.0	58	47.5	12	22	2	17
Glass	6		407			21	5.2	9	10	...	1
All other	101		3,544			472	13.3	128	245	51	104
Machinery, equipment and supplies (except electrical)	1,300	1,624	63,414	270,025	-76.5	9,490	15.0	2,398	4,351	231	2,677
Commercial machinery, equipment and supplies	226	246	5,281	18,799	-71.9	1,275	24.1	432	643	43	351
Office equipment and supplies (except furniture)	65	4/	1,351	4/		424	31.4	157	223	9	137
Store equipment and supplies	53	4/	1,108	4/		332	30.0	114	154	6	95
All other	108	4/	2,822	4/		519	18.4	161	266	28	119
Construction machinery, equipment and supplies	87	103	2,424	16,763	-85.5	588	24.3	150	224	13	264
Construction machinery	15	4/	301	4/		65	21.6	22	27	1	12
Road machinery and equipment	30	4/	1,548	4/		351	22.7	78	129	3	230
All other	42	4/	575	4/		172	29.9	50	68	9	22
Farm and dairy machinery and equipment	25	30	1,070	3,502	-69.4	166	15.5	45	75	2	164
Industrial machinery, equipment and supplies	725	998	37,661	167,327	-77.5	5,139	13.6	1,291	2,374	125	1,324
Bottles and bottling equipment	17	4/	2,263	4/		93	4.1	22	27	3	51
Machine tools	40	4/	2,805	4/		331	11.8	73	132	7	205
Mechanical rubber goods	27	4/	3,022	4/		301	10.0	77	149	6	31
Mill and mine supplies (general line)	46	4/	2,667	4/		399	15.0	92	152	11	174
All other	595	4/	26,904	4/		4,015	14.9	1,027	1,914	98	863
Professional equipment and supplies	40	37	1,402	5,174	-72.9	312	22.3	98	140	13	129
Dental equipment and supplies	5	4/	36	4/		13	36.1	7	7	...	2
Surgical, medical and hospital equipment and supplies	15	4/	798	4/		108	13.5	33	44	...	11
All other	20	4/	568	4/		191	33.6	58	89	13	116
Service equipment and supplies	85	94	5,641	9,902	-43.0	558	9.9	137	267	13	275
Barber and beauty parlor equipment and supplies	9	4/	64	4/		16	25.0	2	3	1	2
Laundry equipment and supplies	13	4/	554	4/		116	20.9	21	31	1	116
All other	63	4/	5,023	4/		426	8.5	114	223	11	157
Transportation equipment and supplies	112	117	9,935	48,558	-79.5	1,452	14.6	245	638	22	170
Railroad equipment and supplies	89	4/	9,194	4/		1,311	14.3	207	567	16	107
All other	23	4/	741	4/		141	19.0	38	71	6	63
Metals (except scrap)	189	268	19,800	108,488	-81.7	1,324	6.7	348	591	57	429
Iron and steel	110	213	13,584	91,610	-85.2	1,013	7.5	244	446	41	409
Copper	3		100			15	15.0	8	7	...	5
Sheet metal products	14	55	1,592	16,878	-63.2	75	4.7	21	38	1	3
Other metal and metal works	62		4,524			221	4.9	75	100	15	82
Paper and its products	129	176	14,346	36,356	-60.5	794	5.5	232	390	9	183
Paper and its products (general line)	34	75	7,448	21,900	-66.0	339	4.6	101	190	2	32
Paper and its products (specialty lines)	69	33	6,305	8,861	-28.8	327	5.2	99	171	5	101
All other	26	68	59.	5,595	-89.4	128	21.6	32	29	2	50
Petroleum and its products	7	68	939	8,161	-88.5	142	15.1	44	74	....	41
Plumbing and heating equipment and supplies	202	331	9,790	41,318	-76.3	1,067	10.9	314	491	26	334
Tobacco and its products (except leaf)	12	20	1,360	3,137	-56.6	56	4.1	10	31	5	7
Waste materials	6	2	408	1,235	-67.0	79	19.4	23	32	1	36
All other kinds of business	351	436	35,329	135,868	-74.0	2,631	7.4	751	1,268	82	1,450
Beer	60	4/	2,382	4/		296	12.4	103	137	9	34
Forest products (except lumber)	24	46	5,263	12,353	-57.4	347	6.6	66	139	1	877
Leather	27	52	4,110	19,764	-79.2	139	3.4	27	46	3	202
Leather goods	42	43	2,666	4,455	-40.2	223	8.4	78	120	5	112

Census of American Business

TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR [illegible]: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
MANUFACTURERS' AGENTS (Continued)											
All other kinds of business (Continued)											
Books and periodicals	7	27	$963	$3,852	- 9.9	$127	13.2	44	$54	$1	...
Newspapers and magazines	37		2,507			640	25.5	205	382	40	$5
Oils and greases (animal and vegetable)	9	14	1,402	5,916	-76.3	74	5.3	22	40	1	13
Rubber goods (general line)	3	2	114	216	-47.2	15	13.2	5	6	1	1
Wines and spirituous liquors	14	4/	368	4/		32	8.7	9	7	1	3
Bags and bagging	7	252	963	89,310	-82.6	16	1.7	10	10	3	...
Yarn	18		5,994			100	1.7	25	50	1	21
Cordage and twine	8		618			78	12.6	18	33	1	93
Miscellaneous	95		7,979			544	6.8	139	244	15	89
SELLING AGENTS											
Amusement and sporting goods	12	34	2,167	4,500	-51.8	324	15.0	35	85	...	62
Automotive products	24	63	2,207	17,512	-87.4	317	14.4	141	152	...	144
Chemicals	24	94	10,133	74,837	-86.5	1,404	13.9	318	462	1	588
Clothing and furnishings	111	251	75,249	142,409	-47.2	2,751	3.7	600	1,519	25	81
Clothing and furnishings (general line)	3	210	194	129,087	-43.6	4	2.1	1	1	...	...
Clothing, men's and boys'	4		1,488			25	1.7	9	17	5	...
Clothing, women's and children's	15		5,454			154	2.8	40	84	2	3
Furnishings (general line)	11		5,788			116	2.0	27	59	...	...
Furnishings, men's and boys'	17		7,439			226	3.0	88	134	2	7
Furnishings, women's and children's	8		703			24	3.4	6	6	...	5
Hosiery	42		51,731			2,103	4.1	408	1,183	16	65
Millinery and millinery supplies	5	31	359	10,748	-96.7	17	4.7	5	10	...	1
Shoes and other footwear	6	10	2,032	2,574	-21.1	82	4.0	16	25	...	...
Coal	196	292	219,341	290,791	-24.6	8,721	4.0	1,678	4,310	76	3,305
Drugs and drug sundries	26	66	3,006	16,635	-81.9	757	25.2	220	369	1	52
Toilet articles and preparations	7	23	1,085	9,399	-88.5	501	46.2	172	238	...	51
Drugs (specialty lines)	4	43	1,106	7,230	-73.4	153	13.8	22	84	...	...
Patent medicines	3		106			45	42.5	7	12	...	1
All other	12		709			58	8.2	19	35	1	...
Dry goods	230	407	384,610	736,630	-47.8	11,267	2.9	2,479	6,737	36	384
Dry goods (general line)	15	37	21,549	90,905	-76.3	850	3.9	166	556	...	2
Notions	11	29	973	5,082	-80.9	30	3.1	10	10	...	53
Piece goods	165	298	328,976	610,647	-46.1	9,478	2.9	2,116	5,591	25	162
Knit goods	32	43	24,764	29,996	+10.4	581	2.3	133	347	11	167
All other	7		8,348			328	3.9	54	233	...	...
Electrical goods	21	127	4,658	27,451	-83.0	669	14.4	160	321	12	65
Farm products-raw materials	10	56	2,772	52,727	-94.7	77	2.8	17	25	...	53
Farm products-consumer goods	9	60	1,420	62,917	-97.7	255	18.0	37	87	17	61
Farm supplies	25	25	463	13,332	-96.5	98	21.2	21	25	3	3
Furniture and house furnishings	46	143	24,534	40,159	-38.9	1,993	8.1	508	960	25	1,214
Furniture	10	57	1,432	12,031	-88.1	220	15.4	42	85	6	3
China, glassware and crockery	5	86	2,211	28,128	-17.9	56	2.6	14	28	3	...
Floor coverings	16		19,487			1,569	8.1	413	792	15	1,204
House furnishings (except as specified)	15		1,404			148	10.5	39	55	1	7
Groceries and foods (except farm products)	99	196	24,320	171,706	-85.8	1,348	5.5	329	613	42	109
Confectionery and soft drinks	12	16	174	1,865	-90.7	50	28.7	11	17	4	4
Fish and sea foods	3	11	138	3,366	-95.9	12	8.7	2	7	2	1
Meats and meat products	7	12	978	8,428	-88.4	103	10.5	28	47	....	2
Other food and grocery specialties	77	157	23,030	158,047	-85.4	1,183	5.1	288	542	36	102
Hardware	18	46	2,188	9,671	-77.1	115	5.3	42	56	3	49
Jewelry and optical goods	7	28	1,247	3,251	-61.6	70	5.6	15	50	....	...
Lumber and building materials (other than metal)	116	212	18,997	140,721	-86.5	2,557	13.5	451	1,194	21	1,436
Lumber and millwork	53	99	10,806	107,647	-90.0	927	8.6	166	403	7	60
Asbestos products	3	113	153	33,074	-75.3	52	34.0	17	38	4	38
Brick and tile	20		801			483	60.3	89	285	...	48
Glass	6		3,080			129	4.2	29	93	5	54
All other	34		4,151			966	23.3	150	375	5	1,236
Machinery, equipment and supplies (except electrical)	29	543	4,117	126,207	-96.7	783	19.0	163	477	64	37
Metals (except scrap)	72	108	92,473	330,220	-75.7	3,679	4.0	497	1,355	36	1,194
Iron and steel	53	76	48,322	97,626	-50.5	1,922	4.0	407	1,054	35	1,137
Sheet metal products	4	32	343	282,594	-84.4	11	3.2	3	5	...	...
Other metal and metal works	15		43,808			1,746	4.0	87	296	1	57

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TABLE 2-B.—SUMMARY OF WHOLESALE TRADE FOR THE U.S: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than $500.)

Type of Establishment and Kind of Business	Number of establishments		Net sales			Total Expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	1933	1929 1/	Percent change	Amount	% of sales		Total	Part-time	
SELLING AGENTS (Continued)											
Paper and its products	35	76	$10,606	$35,898	-70.5	$544	5.1	92	$239	$1	$3
Paper and its products (specialty lines)	24	4/	5,258	4/		248	4.7	56	155	...	3
All other	11	4/	5,348	4/		296	5.5	36	84	1	...
Petroleum and its products	25	26	6,222	3,932	+58.2	358	5.8	68	186	4	86
Plumbing and heating equipment and supplies	12	62	859	6,571	-86.9	61	7.1	15	23	...	3
All other kinds of business	88	347	96,819	264,686	-63.4	3,209	3.3	560	1,638	44	432
Beer	7	4/	432	4/		62	14.4	10	11	...	6
Forest products (except lumber)	15	33	19,308	21,764	-11.3	838	4.3	117	501	40	164
Leather	16	57	8,652	40,074	-78.4	500	5.8	106	207	1	140
Leather goods	4	10	767	1,203	-36.2	27	3.5	6	14	...	1
Newspapers and magazines	9	34	1,384	8,539	-83.8	155	11.2	45	80	1	3
Rubber goods (general line)	10	1	2,304	282	+717.0	845	36.7	143	352	...	...
Yarn	13	212	59,785	192,824	-66.8	561	0.9	93	348	1	123
Miscellaneous	14		4,187			221	5.3	40	125	1	5
OTHER AGENTS											
Clothing and furnishings	144	77	115,743	52,403	+120.9	2,532	2.2	880	1,575	17	250
Clothing and furnishings (general line)	27		21,187			347	1.6	120	211	2	8
Clothing, men's and boys'	3		956			41	4.3	11	23	...	...
Clothing, women's and children's	91	75	87,652	51,471	+117.1	1,846	2.1	646	1,185	14	52
Furnishings, women's and children's	8		939			39	4.2	9	11	1	19
All other	3		1,035			137	13.2	50	84	...	171
Millinery and millinery supplies	12	2	3,974	932	+326.4	122	3.1	44	61	...	...
Dry goods	25	21	59,265	64,943	— 8.7	892	1.5	262	551	3	124
Farm products-raw materials	351	348	134,014	218,718	-38.7	4,738	3.5	1,751	2,488	612	169
Horses and mules	11		2,777			197	7.1	34	64	16	16
Livestock	98	54	9,683	60,887	-57.1	394	4.1	127	194	103	27
All other	8		13,637			488	3.6	110	246	13	58
Tobacco (leaf)	234	294	107,917	157,831	-31.6	3,659	3.4	1,480	1,984	480	68
Farm products-consumer goods	25	24	85,480	176,838	-51.7	1,814	2.1	445	968	68	28
Furniture and house furnishings	41	20	2,763	3,329	-17.0	437	15.8	117	168	28	93
Furniture	33	19	1,840	2,639	-30.3	327	17.8	96	128	23	89
House furnishings	8	1	923	690	+33.8	110	11.9	21	40	5	4
General merchandise	9	38	18,445	15,637	+18.0	607	3.3	173	350	9	...
Groceries and foods (except farm products)	8	15	17,960	55,858	-67.8	547	3.0	145	294	4	39
Jewelry and optical goods	8	12	182	3,488	-94.8	83	45.6	9	17	...	32
Machinery, equipment and supplies (except electrical)	12	9	1,595	11,934	-86.6	181	11.3	47	88	5	81
All other kinds of business	27	64	5,662	66,934	-91.5	285	5.0	91	153	6	40

1/ These are revised figures for 1929. The data previously issued include a number of concerns dealing in grain and petroleum and its products that were erroneously reported and classified in the wholesale census.

2/ Due to additional information which was not available at the time the previous census was taken, the 1929 data have been corrected for certain changes in classification.

3/ For comparison purposes wholesaling manufacturers and district and general sales offices, except those dealing in petroleum and its products, have been included in manufacturers' sales branches, 1929.

4/ 1929 equivalent not available.

5/ Figures for 1929 data for district and general sales offices dealing in petroleum and its products.

6/ Includes 1,438 cooperative elevators with net sales amounting to $86,193,000.

7/ 1933 equivalent not available.

8/ Due in part to the Federal Government's policy of rendering financial assistance to farmers in marketing their crops, the number of assemblers and country buyers of cotton, grain, livestock, and tobacco showed substantial decreases in 1933 as compared with 1929.

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 3. UNITED STATES RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(*All values expressed in thousands of dollars*)

Kind of Business	Total Expenses			Receipts From—					
						Space rental		Other sources 1/	
	Number of establishments	Total net sales	Amount	Percent of sales	Sales of merchandise	Parking, storage, cleaning, etc.	Number of establishments	Amount	Number of establishments	Amount
Total	164,170	$32,151,373	$3,710,233	11.5	$31,884,432	$62,047	1,023	$5,076	2,737	$199,818
Amusement and sporting goods	1,552	271,888	48,863	18.0	132,403	338	8	884	419	2/138,263
Automotive products	6,304	874,269	164,726	18.8	855,313	17,755	51	114	98	1,087
Chemicals	2,473	652,597	102,776	15.7	651,891	301	14	44	38	361
Clothing and furnishings	4,376	996,304	108,569	10.9	995,722	207	12	30	38	345
Coal	1,382	631,958	52,681	8.3	630,908	421	37	310	34	319
Drugs and drug sundries	1,562	523,392	90,220	17.2	522,538	6	16	53	45	795
Dry goods	4,795	2,242,392	170,648	7.6	2,241,577	330	18	82	48	403
Electrical goods	3,232	705,411	121,695	17.3	694,868	9,900	15	27	58	616
Farm products-raw materials	16,799	3,876,211	183,926	4.7	3,862,845	10,932	51	192	149	2,242
Farm products-consumer goods	23,664	3,178,427	404,576	12.7	3,174,042	2,269	103	359	260	1,757
Farm supplies	2,467	363,771	50,987	14.0	363,013	440	35	118	27	200
Furniture and house furnishings	2,784	354,626	59,946	16.9	353,494	332	14	30	38	770
General merchandise	193	243,319	22,081	9.1	242,948	3	2	3	4	365
Groceries and foods	23,847	7,574,961	716,393	9.5	7,569,661	1,032	179	885	467	3,383
Hardware	1,495	394,180	79,035	20.1	392,375	260	31	160	62	1,385
Jewelry and opticel goods	2,073	148,752	35,101	23.6	148,263	387	9	25	16	77
Lumber and building materials	3,721	522,075	94,612	18.1	520,708	760	72	207	49	400
Machinery, equipment and supplies	11,449	1,264,855	268,438	21.2	1,237,270	11,534	64	483	572	15,568
Metals (except scrap)	1,985	1,231,814	78,219	6.3	1,231,488	206	11	36	11	84
Paper and its products	2,851	600,526	98,253	16.4	599,815	181	20	157	32	373
Petroleum and its products	28,455	2,292,960	423,693	18.5	2,290,141	1,900	144	545	51	374
Plumbing and heating sqp't. & supplies	2,249	265,167	62,326	23.5	263,768	801	23	34	59	564
Tobacco and its products (except leaf)	1,988	1,263,418	73,300	5.8	1,262,181	589	18	79	60	569
Waste materials	3,417	282,602	30,108	10.7	282,377	138	22	73	7	14
All other products	9,057	1,395,498	169,061	12.1	1,364,823	1,025	54	146	95	3/ 29,504

1/ Includes receipts from rental of motion picture films, rental of machines and receipts from miscellaneous sources.
2/ Consists for the most part of receipts from the rental of motion picture films.
3/ Primarily receipts from advertising.

12-33-6
Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 4.—UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales							
							Credit sales			Total Expenses
								Percent of sales		
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
Total	164,170	$32,151,373	111,481	67.9	$22,187,296	69.0	$18,274,093	82.4	56.8	$2,967,584	13.4
Wholesalers proper	82,665	12,997,276	60,901	73.5	10,758,041	82.8	8,647,933	80.4	66.5	1,694,753	15.8
Wholesale merchants	76,856	11,302,947	57,094	74.3	9,480,629	83.9	7,630,421	80.5	67.5	1,562,163	16.5
Exporters	453	558,147	234	51.7	337,190	60.4	226,888	67.3	40.7	26,654	7.9
Importers	2,176	776,354	1,916	88.1	700,820	90.3	602,567	86.0	77.6	75,357	10.8
Limited function wholesalers	3,380	359,828	1,657	49.0	239,402	66.5	188,057	78.6	52.3	30,579	12.8
Manufacturers' sales branches	16,873	7,557,363	13,982	82.9	5,887,463	77.8	5,410,750	92.0	71.6	768,820	13.0
With stocks	12,444	5,144,688	10,755	86.4	4,295,508	83.5	3,884,702	90.4	75.5	651,858	15.2
Without stocks	4,429	2,412,675	3,227	72.9	1,591,955	66.0	1,526,048	95.9	63.3	114,962	7.2
Bulk tank stations	26,190	1,888,675	23,046	88.0	1,511,302	80.0	852,039	56.4	45.1	291,750	19.3
Chain store warehouses	462	1,431,563	114	24.7	107,831	7.5	71,620	66.4	5.0	7,925	7.3
Agents and brokers	13,818	6,502,375	7,790	56.4	3,269,032	50.3	2,956,815	90.4	45.5	133,408	4.1
Brokers	3,414	2,088,370	1,530	44.8	1,042,550	49.9	893,185	85.7	42.8	18,700	1.8
Commission merchants	3,128	2,224,864	1,440	46.0	863,513	38.8	766,641	88.8	34.5	43,223	5.0
Export agents	240	135,126	119	49.6	37,080	27.4	29,663	80.0	22.0	1,805	4.9
Import agents	179	50,541	114	63.7	20,878	41.3	13,478	64.6	26.7	1,346	6.4
Manufacturers' agents	4,972	573,964	3,484	70.1	420,934	73.3	397,030	94.3	69.2	30,839	7.3
Selling agents	1,235	988,401	936	75.8	749,699	75.8	733,960	97.9	74.3	33,346	4.4
Other agents	650	441,109	167	25.7	134,378	30.5	122,858	91.4	27.9	4,149	3.1
Assemblers and country buyers	23,962	1,774,121	5,648	23.6	652,627	36.8	334,936	51.3	18.9	72,928	11.2
Assemblers of farm products	11,283	718,588	2,171	19.2	185,163	25.8	89,327	48.2	12.4	25,590	13.8
Cooperative marketing associations	2,732	686,072	906	33.2	301,137	43.9	219,540	72.9	32.0	34,786	11.6
Cream stations	2,860	31,459	77	2.7	2,589	8.2	1,981	76.5	6.3	967	37.4
Elevators	7,087	338,002	2,494	35.2	163,738	48.4	24,088	14.7	7.1	11,585	7.1
WHOLESALE MERCHANTS	76,856	11,302,947	57,094	74.3	9,480,629	83.9	7,630,421	80.5	67.5	1,562,163	16.5
Amusement and sporting goods	976	78,274	700	71.7	66,124	84.5	54,803	82.9	70.0	14,817	22.4
Automotive products	5,168	425,310	4,267	82.6	359,654	84.6	233,844	65.0	55.0	86,549	24.1
Chemicals	1,292	197,185	1,118	86.5	168,140	85.3	148,503	88.3	75.3	37,076	22.1
Clothing and furnishings	2,854	390,789	2,356	82.6	357,278	91.4	336,914	94.3	86.2	57,014	16.0
Coal	734	230,208	604	82.3	182,493	79.3	151,863	83.2	66.0	27,216	14.9
Drugs and drug sundries	1,078	342,462	762	70.7	289,919	84.7	254,652	87.8	74.4	50,125	17.3
Dry goods	2,938	754,311	2,589	88.1	701,170	93.0	669,051	95.4	88.7	94,670	13.5
Electrical goods	2,067	270,754	1,778	86.0	253,673	93.7	215,081	84.8	79.4	56,523	22.3
Farm products-raw materials	2,148	872,891	1,130	52.6	385,065	44.1	223,640	58.1	25.6	35,194	9.1
Farm products-consumer goods	9,924	1,515,687	7,168	72.2	1,306,106	86.2	964,016	73.8	63.6	195,976	15.0
Farm supplies	1,683	212,190	1,248	74.2	146,363	69.0	86,496	59.1	40.8	26,587	18.2
Furniture and house furnishings	1,510	141,111	1,131	74.9	122,491	86.8	108,975	89.0	77.2	27,374	22.3
General merchandise	87	61,207	67	77.0	58,620	95.8	58,620	100.0	95.8	10,502	17.9
Groceries and foods (except farm products)	16,288	2,747,964	11,689	71.8	2,391,020	87.0	1,917,648	80.2	69.8	319,962	13.4
Hardware	1,144	339,339	1,043	91.2	313,541	92.4	276,956	88.3	81.6	66,998	21.4
Jewelry and optical goods	1,432	85,422	1,029	71.9	68,207	79.8	58,151	85.3	68.1	17,918	26.3
Lumber and building materials (other than metal)	2,352	231,784	2,046	87.0	211,284	91.2	185,493	87.8	80.0	53,932	25.5

WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
WHOLESALE MERCHANTS (continued)											
Machinery, equipment and supplies (except electrical)	5,791	$468,214	4,938	85.3	$438,467	93.6	$376,163	85.8	80.3	$109,517	25.0
Metals (except scrap)	705	107,768	592	84.0	97,863	90.8	89,680	91.6	83.2	21,642	22.1
Paper and its products	2,149	313,743	1,920	89.3	294,378	93.8	265,106	90.1	84.5	62,908	21.4
Petroleum and its products	1,748	214,270	1,307	78.4	175,851	82.1	121,722	69.2	56.8	31,061	17.7
Plumbing and heating equipment and supplies	1,428	141,449	1,261	88.3	136,200	96.3	108,829	79.9	76.9	33,236	24.4
Tobacco and its products (except leaf)	1,617	509,581	1,178	72.9	443,710	87.1	312,111	70.3	61.2	28,753	6.5
Waste materials	3,342	155,574	1,199	35.9	112,516	72.3	94,837	84.3	61.0	20,287	18.0
All other products	6,401	495,460	3,974	62.1	400,496	80.8	317,267	79.2	64.0	76,327	19.1
EXPORTERS	453	558,147	234	51.7	337,190	60.4	226,888	67.3	40.7	26,654	7.9
Amusement and sporting goods	5	17,712	2	40.0	21	0.1	17	81.0	0.1	12	57.1
Automotive products	5	3,891	5	100.0	3,891	100.0	3,284	84.4	84.4	478	12.3
Chemicals	11	4,582	9	81.8	4,238	92.5	815	19.2	17.8	175	4.1
Clothing and furnishings	17	1,119	14	82.4	1,005	89.8	873	86.9	78.0	168	16.7
Drugs and drug sundries	3	884	3	100.0	884	100.0	853	96.5	96.5	43	4.9
Dry goods	36	17,406	31	86.1	16,809	96.6	16,463	97.9	94.6	1,377	8.2
Electrical goods	10	2,003	6	60.0	1,672	83.5	1,620	96.9	80.9	231	13.8
Farm products-raw materials	156	260,879	44	28.2	88,584	34.0	29,960	33.8	11.5	11,361	12.8
Farm products-consumer goods	20	4,552	8	40.0	1,646	36.2	1,397	84.9	30.7	111	6.7
Furniture and house furnishings	3	37	3	100.0	37	100.0	36	97.3	97.3	11	29.7
General merchandise	8	37,607	6	75.0	37,291	99.2	19,979	53.6	53.1	7,862	21.1
Groceries and foods (except farm products)	46	38,943	22	47.8	27,330	70.2	25,998	95.1	66.8	1,336	4.9
Hardware	4	853	4	100.0	853	100.0	853	100.0	100.0	60	7.0
Jewelry and optical goods	4	87	4	100.0	87	100.0	87	100.0	100.0	15	19.4
Lumber and building materials (other than metal)	47	13,834	21	44.7	7,374	53.3	6,410	86.9	46.3	610	8.3
Machinery, equipment and supplies (except electrical)	13	5,978	11	84.6	1,977	33.1	1,712	86.6	28.6	156	7.9
Metals (except scrap)	6	26,359	4	66.7	25,470	96.6	24,670	96.9	93.6	1,040	4.1
Paper and its products	7	1,798	4	57.1	1,490	82.9	1,261	84.6	70.1	244	16.4
Petroleum and its products	7	6,731	4	57.1	5,794	86.1	3,894	67.2	57.9	456	7.9
Plumbing and heating equipment and supplies	3	1,023	3	100.0	1,023	100.0	1,000	97.8	97.8	175	17.1
Tobacco and its products (except leaf)	3	121	1	33.3	76	62.8	76	100.0	62.8	6	7.9
Waste materials	6	108,145	4	66.7	107,764	99.6	84,047	78.0	77.7	479	0.4
All other kinds of business	33	3,603	21	63.6	1,874	52.0	1,583	84.5	43.9	248	15.2
IMPORTERS	2,176	776,354	1,916	88.1	700,820	90.3	602,567	86.0	77.6	75,357	10.8
Amusement and sporting goods	57	6,618	51	89.5	6,592	99.6	6,383	96.8	96.4	1,249	18.9
Automotive products	7	538	7	100.0	538	100.0	534	99.3	99.3	145	27.0
Chemicals	58	26,714	50	86.2	17,711	66.3	16,101	90.9	60.3	2,297	13.0
Clothing and furnishings	109	24,925	101	92.7	23,590	94.6	22,688	96.2	91.0	3,791	16.1
Coal	3	434	3	100.0	434	100.0	434	100.0	100.0	30	6.9

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Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

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Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
IMPORTERS (continued)											
Drugs and drug sundries	46	$5,772	43	93.5	$5,668	98.2	$5,536	97.7	95.9	$1,988	35.1
Dry goods	353	70,709	339	96.0	68,225	96.5	65,769	96.4	93.0	12,792	18.8
Electrical goods	11	737	9	81.8	706	95.8	604	85.6	82.0	143	20.3
Farm products-raw materials	127	104,432	115	90.6	97,985	93.8	92,013	93.9	88.1	4,098	4.2
Farm products-consumer goods	72	45,983	61	84.7	41,996	91.3	40,428	96.3	87.9	1,856	4.4
Farm supplies	25	27,449	15	60.0	15,334	55.9	5,545	36.2	20.2	789	5.1
Furniture & house furnishings	237	29,659	210	88.6	28,251	95.3	27,345	96.8	92.2	6,376	22.6
General merchandise	6	76,179	6	100.0	76,179	100.0	52,318	68.7	68.7	2,037	2.7
Groceries and foods (except farm products)	469	230,394	405	86.4	220,021	95.5	176,152	80.1	76.5	25,336	11.5
Hardware	19	1,503	19	100.0	1,503	100.0	1,437	95.6	95.6	392	26.1
Jewelry and optical goods	195	17,888	160	82.1	15,884	88.8	14,665	92.3	82.0	3,421	21.5
Lumber and building materials (other than metal)	33	2,873	29	87.9	2,677	93.2	2,677	100.0	93.2	838	31.3
Machinery, equipment and supplies (except electrical)	73	12,087	65	89.0	11,635	96.3	10,015	86.1	82.9	1,882	16.2
Metals (except scrap)	33	24,317	30	90.9	5,457	22.5	5,010	91.6	20.6	642	11.7
Paper and its products	25	7,563	23	96.0	7,561	99.8	7,544	99.8	99.7	682	9.0
Tobacco and its products	8	2,066	7	87.5	1,767	85.5	1,696	96.0	82.1	302	17.1
All other kinds of business	210	57,514	168	80.0	51,096	88.8	47,673	93.3	82.9	4,271	8.4
LIMITED FUNCTION WHOLESALERS	3,380	359,828	1,657	49.0	239,402	66.5	188,057	78.6	52.3	30,579	12.8
Amusement and sporting goods	27	1,345	14	51.9	649	48.3	215	33.1	16.0	144	22.2
Automotive products	57	8,236	29	50.9	6,406	77.8	2,361	36.9	28.7	1,436	22.4
Chemicals	16	436	10	62.5	401	92.0	292	72.8	67.0	140	34.9
Clothing and furnishings	27	1,290	18	66.7	1,057	81.9	590	55.8	45.7	233	22.0
Coal	233	87,744	180	77.3	69,793	79.5	68,130	97.6	77.6	4,649	6.7
Drugs and drug sundries	44	2,687	21	47.7	2,060	76.7	1,703	82.7	63.4	262	12.7
Dry goods	60	3,897	28	46.7	3,372	86.5	3,092	91.7	79.3	305	9.0
Electrical goods	27	2,345	19	51.4	991	42.3	668	67.4	28.5	241	24.3
Farm products-raw materials	6	3,436	2	33.3	9	0.3	4	44.4	0.1	3	33.3
Farm products-consumer goods	380	33,825	220	57.9	29,431	87.0	17,978	61.1	53.2	6,973	23.7
Farm supplies	37	6,702	18	48.6	3,135	46.8	774	24.7	11.5	761	24.3
Furniture & house furnishings	38	4,188	24	63.2	4,099	97.9	3,644	88.9	87.0	669	16.3
Groceries and foods (except farm products)	1,285	105,849	416	32.4	39,640	29.5	22,180	55.9	21.4	5,892	14.9
Hardware	9	371	4	44.4	300	80.9	143	47.7	38.5	78	26.0
Jewelry and optical goods	18	1,753	7	38.9	990	56.5	838	84.6	47.8	312	31.5
Lumber and building materials (other than metal)	205	30,230	163	79.5	26,156	86.5	25,115	96.0	83.1	2,468	9.4
Machinery, equipment & supplies (except electrical)	40	1,724	40	100.0	1,724	100.0	1,604	93.0	93.0	546	31.7
Metals (except scrap)	4	2,052	1	25.0	1,829	89.1	429	23.5	20.9	101	5.5
Paper and its products	41	10,281	32	78.0	9,836	95.7	9,583	97.4	93.2	771	7.8
Petroleum and its products	193	14,923	131	67.9	13,767	92.3	10,891	79.1	73.0	1,372	10.0
Plumbing and heating equipment and supplies	6	309	2	33.3	261	84.5	58	22.2	18.8	138	52.9

WHOLESALE DISTRIBUTION: 1933

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For States Only

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							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
LIMITED FUNCTION WHOLESALERS (continued)											
Tobacco and its products (except leaf)	111	$14,637	29	26.1	$4,372	29.9	$1,080	24.7	7.4	$418	9.6
Waste materials	11	8,367	8	72.7	8,335	99.6	8,335	100.0	99.6	698	8.4
All other kinds of business	495	15,201	241	48.7	10,789	71.0	8,350	77.4	54.9	1,969	18.3
MANUFACTURERS' SALES BRANCHES WITH STOCKS	12,444	5,144,688	10,755	86.4	4,295,508	83.5	3,884,702	90.4	75.5	651,858	15.2
Amusement and sporting goods	216	97,960	139	64.4	35,668	36.4	21,103	59.2	21.5	8,123	22.8
Automotive products	726	332,631	679	93.5	268,936	80.9	229,474	85.3	69.0	46,184	17.2
Chemicals	703	299,412	650	92.5	221,972	74.1	214,276	96.5	71.6	35,330	15.9
Clothing and furnishings	337	199,562	304	90.2	167,869	84.1	166,799	99.4	83.6	21,762	13.0
Coal	30	13,117	30	100.0	13,117	100.0	10,012	76.3	76.3	2,099	16.0
Drugs and drug sundries	213	86,956	141	66.2	69,764	80.2	69,431	99.5	79.8	20,413	29.3
Dry goods	233	115,132	219	94.0	112,725	97.9	111,585	99.0	96.9	14,649	13.0
Electrical goods	447	322,841	381	85.2	270,042	83.6	255,845	94.7	79.2	40,504	15.0
Farm products-raw materials	5	558	5	100.0	558	100.0	558	100.0	100.0	30	5.4
Farm products-consumer goods	344	106,918	269	78.2	86,989	80.4	67,218	78.2	62.9	18,993	22.1
Farm supplies	110	42,792	87	79.1	33,785	79.0	24,765	73.3	57.9	6,438	19.1
Furniture and house furnishings	344	71,809	287	83.4	67,083	93.4	66,673	99.4	92.8	9,567	14.3
Groceries and foods (except farm products)	3,200	1,661,861	2,639	82.5	1,457,032	87.7	1,220,363	83.8	73.4	182,004	12.5
Hardware	97	20,811	86	88.7	18,688	89.8	18,513	99.1	89.0	3,266	17.5
Jewelry and optical goods	269	26,221	263	97.8	24,839	94.7	24,305	97.9	92.7	7,791	31.4
Lumber and building materials (other than metal)	332	107,903	297	89.5	89,898	83.3	88,239	98.2	81.8	17,292	19.2
Machinery, equipment and supplies (except electrical)	2,988	438,692	2,748	92.0	393,171	89.6	368,161	93.6	83.9	101,943	25.9
Metals (except scrap)	423	215,701	324	76.6	152,378	70.6	151,567	99.5	70.3	19,776	13.0
Paper and its products	203	94,012	163	80.3	70,319	74.8	68,635	97.6	73.0	13,747	19.5
Petroleum and its products	121	25,200	101	83.5	18,276	72.5	13,520	74.0	53.7	2,990	16.4
Plumbing and heating equipment and supplies	462	82,831	408	88.3	70,117	84.7	65,895	94.0	79.6	17,870	25.5
Tobacco and its products (except leaf)	85	512,474	70	82.4	436,487	85.2	434,860	99.6	84.9	28,801	6.6
All other kinds of business	556	269,294	465	83.6	216,795	80.5	192,905	89.0	71.6	32,266	14.9
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS	4,429	2,412,675	3,227	72.9	1,591,955	66.0	1,526,048	95.9	63.3	114,962	7.2
Amusement and sporting goods	156	58,737	50	32.1	24,085	41.0	16,677	69.2	28.4	3,227	13.4
Automotive products	95	54,761	88	92.6	21,383	39.0	13,788	64.6	25.2	1,942	9.1
Chemicals	145	68,073	120	82.8	53,587	78.7	50,660	94.6	74.4	7,292	13.6
Clothing and furnishings	192	68,512	164	85.4	50,899	74.3	50,392	99.0	73.6	4,672	9.2
Coal	76	59,751	56	74.7	37,884	95.3	36,983	97.6	93.0	1,738	4.6
Drugs and drug sundries	38	9,654	13	34.2	3,695	37.2	3,593	99.9	37.2	1,221	34.0
Dry goods	171	142,467	126	73.7	123,584	86.7	102,379	82.8	71.9	4,675	3.8
Electrical goods	286	73,538	226	79.0	48,461	65.9	46,703	96.4	63.5	4,528	9.3
Farm products-consumer goods	19	6,243	9	47.4	891	14.3	763	84.5	12.1	328	36.8

WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS (Continued)											
Farm supplies	51	$20,861	41	80.4	$16,598	79.5	$6,503	39.2	31.2	$1,847	11.1
Furniture and house furnishings	141	34,749	115	81.6	28,069	80.8	27,677	99.3	80.2	2,273	8.1
Groceries and foods (except farm products)	232	189,662	149	64.2	133,028	70.1	127,814	96.1	67.4	20,106	15.1
Hardware	34	13,329	24	70.6	3,432	25.7	3,428	99.9	25.7	212	6.2
Jewelry and optical goods	42	11,816	23	54.8	6,246	52.9	6,242	99.9	52.8	907	14.5
Lumber and building materials (other than metal)	223	67,744	174	78.0	55,502	81.9	55,192	99.4	81.5	5,740	10.3
Machinery, equipment and supplies (except electrical)	1,057	249,733	891	84.3	197,033	78.9	195,719	99.3	78.4	15,591	7.9
Metals (except scrap)	511	720,235	374	73.2	485,804	67.5	485,122	99.9	67.4	16,015	3.3
Paper and its products	226	144,108	170	75.2	103,130	71.6	102,572	99.5	71.2	7,528	7.3
Petroleum and its products	19	55,782	14	73.7	24,638	44.2	22,586	91.7	40.5	2,228	9.0
Plumbing and heating equipment and supplies	123	24,565	89	72.4	13,848	56.4	13,664	98.7	55.6	2,578	18.6
Tobacco and its products (except leaf)	122	206,727	5	4.1	40,506	19.6	40,506	100.0	19.6	1,660	4.1
All other kinds of business	471	131,632	306	65.0	119,762	91.0	116,895	97.6	88.8	8,654	7.2
BULK TANK STATIONS	26,190	1,888,675	23,046	88.0	1,511,302	80.0	852,039	56.4	45.1	291,750	19.3
CHAIN STORE WAREHOUSES	462	1,431,563	114	24.7	107,831	7.5	71,620	66.4	5.0	7,925	7.3
Automotive products	4	8,618	1	25.0	275	3.2	17	6.2	0.2	83	30.2
Clothing and furnishings	12	18,662	4	33.3	3,094	16.6	3,094	100.0	16.6	351	11.3
Drugs and drug sundries	19	56,289	1	5.3	169	0.3	169	100.0	0.3	8	4.7
Dry goods	9	63,018	2	22.2	337	0.5	336	99.7	0.5	64	19.0
Electrical goods	3	3,868	2	66.7	1,696	43.8	1,273	75.1	32.9	509	30.0
Farm products-consumer goods	85	81,733	7	8.2	1,114	1.4	948	85.1	1.2	852	76.5
Farm supplies	4	1,152	4	100.0	1,152	100.0	245	21.3	21.3	168	14.6
Furniture and house furnishings	5	4,209	1	20.0	249	5.9	226	90.8	5.4	116	46.6
General merchandise	3	1,294	1	33.3	81	6.3	81	100.0	6.3	6	7.4
Groceries and foods (except farm products)	288	1,172,607	85	29.5	98,690	8.4	64,418	65.3	5.5	5,608	5.7
Hardware	4	597	1	25.0	121	20.3	12	9.9	2.0	41	33.9
Tobacco and its products (except leaf)	20	15,400	1	5.0	674	4.4	670	99.4	4.4	92	13.6
All other kinds of business	6	4,116	4	66.7	179	4.3	131	73.2	3.2	27	15.1
BROKERS	3,414	2,088,370	1,530	44.8	1,042,550	49.9	693,185	85.7	42.8	18,700	1.8
Amusement and sporting goods	4	200	1	25.0	10	5.0	10	100.0	5.0	1	10.0
Automotive products	3	90	1	33.3	31	34.4	31	100.0	34.4	14	45.2
Chemicals	15	2,490	10	66.7	1,507	60.5	1,371	91.0	55.1	43	2.9
Clothing and furnishings	24	3,790	11	45.8	1,406	37.1	1,394	99.1	36.8	99	7.0
Coal	64	16,461	56	87.5	15,866	96.4	15,526	97.9	94.3	1,029	6.5
Drugs and drug sundries	9	3,702	4	44.4	3,440	92.9	3,062	89.0	82.7	77	2.2
Dry goods	89	171,883	69	77.5	130,749	76.1	108,255	82.8	63.0	682	0.5

WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

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Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
BROKERS (continued)											
Electrical goods	11	$368	7	63.6	$158	42.9	$152	96.2	41.3	$19	12.0
Farm products-raw materials	517	291,082	124	24.0	61,823	21.2	38,478	62.2	13.2	1,577	2.6
Farm products-consumer goods	566	169,193	237	41.9	82,797	48.9	62,628	75.6	37.0	2,772	3.3
Farm supplies	91	27,289	49	53.8	9,788	35.9	7,208	73.6	26.4	258	2.6
Furniture and house furnishings	32	2,171	24	75.0	1,504	69.3	1,376	91.5	63.4	104	6.9
General merchandise	55	43,643	18	32.7	17,868	40.9	16,527	92.5	37.9	190	1.1
Groceries and foods (except farm products)	1,377	1,175,064	582	42.3	627,045	53.4	551,512	88.0	46.9	8,369	1.3
Hardware	6	735	3	50.0	133	18.1	133	100.0	18.1	5	3.8
Jewelry and optical goods	39	1,489	18	46.2	804	54.0	449	55.8	30.2	59	7.3
Lumber and building materials (other than metal)	139	16,210	102	73.4	11,543	71.2	10,526	91.2	64.9	755	6.5
Machinery, equipment and supplies (except electrical)	87	5,774	37	42.5	4,134	71.6	3,943	95.4	68.3	292	7.1
Metals (except scrap)	30	9,001	18	60.0	4,942	54.9	4,707	95.2	52.3	221	4.5
Paper and its products	21	2,474	13	61.9	1,718	69.4	1,648	95.9	66.6	172	10.0
Petroleum and its products	49	44,388	38	77.6	37,258	83.9	37,258	100.0	83.9	849	2.3
Plumbing and heating equipment and supplies	7	365	4	57.1	201	55.1	201	100.0	55.1	12	6.0
Tobacco and its products (except leaf)	4	407	1	25.0	341	83.8	341	100.0	83.8	18	5.3
Waste materials	35	8,593	22	62.9	7,347	85.5	7,286	99.2	84.8	351	4.8
All other products	140	91,508	81	57.9	20,137	22.0	19,163	95.2	20.9	732	3.6
COMMISSION MERCHANTS	3,128	2,224,864	1,440	46.0	863,513	38.8	766,641	88.8	34.5	43,223	5.0
Automotive products	17	870	11	64.7	776	89.2	148	19.1	17.0	58	7.5
Chemicals	22	13,380	13	59.1	8,358	62.5	7,417	88.7	55.4	503	6.0
Clothing and furnishings	48	35,937	33	68.8	29,623	82.4	28,971	97.8	80.6	899	3.0
Coal	18	1,085	11	61.1	521	48.0	416	79.8	38.3	83	15.9
Drugs and drug sundries	7	3,270	5	71.4	3,264	99.8	3,260	99.7	99.7	76	2.3
Dry goods	133	340,211	116	87.2	299,099	87.9	298,885	99.9	87.9	11,812	3.9
Electrical goods	24	1,798	15	62.5	1,008	56.1	948	94.0	52.7	120	11.9
Farm products-raw materials	1,294	1,190,037	127	9.8	86,220	7.2	63,162	73.3	5.3	3,118	3.6
Farm products-consumer goods	1,015	378,988	777	76.6	258,797	68.3	199,888	77.2	52.7	20,371	7.9
Farm supplies	58	2,776	19	32.8	833	30.0	320	38.4	11.5	73	8.8
Furniture and house furnishings	35	4,219	18	51.4	2,166	51.3	1,706	78.8	40.4	240	11.1
General merchandise	3	1,990	2	66.7	104	5.2	56	53.8	2.8	15	14.4
Groceries and foods (except farm products)	121	46,736	92	76.0	22,964	49.1	17,245	75.1	36.9	1,555	6.8
Hardware	4	178	4	100.0	178	100.0	177	99.4	99.4	17	9.6
Jewelry and optical goods	5	184	4	80.0	179	97.3	157	87.7	85.3	18	10.1
Lumber and building materials (other than metal)	47	8,683	30	63.8	7,518	86.6	7,468	99.3	86.0	512	6.8
Machinery, equipment and supplies (except electrical)	20	5,763	9	45.0	363	6.3	362	99.7	6.3	57	15.7
Metals (except scrap)	5	1,752	4	80.0	1,746	99.7	1,741	99.7	99.4	28	1.6
Paper and its products	4	299	2	50.0	290	97.0	289	99.7	96.7	30	10.3
Petroleum and its products	68	4,597	34	50.0	2,065	44.9	1,027	49.7	22.3	214	10.4

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WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

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Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
COMMISSION MERCHANTS (Continued)											
Waste materials	4	$522	4	100.0	$522	100.0	$522	100.0	100.0	34	6.5
All other kinds of business	176	181,589	110	62.5	136,921	75.4	132,476	96.8	73.0	3,590	2.6
EXPORT AGENTS	240	135,126	119	49.6	37,080	27.4	29,663	80.0	22.0	1,805	4.9
Amusement and sporting goods	5	579	2	40.0	35	6.0	35	100.0	6.0	4	11.4
Automotive products	28	9,203	17	60.7	7,855	85.4	7,771	98.9	84.4	509	6.5
Chemicals	5	3,330	4	80.0	3,089	92.8	3,089	100.0	92.8	79	2.6
Clothing and furnishings	6	534	6	100.0	534	100.0	501	93.8	93.8	64	12.0
Drugs and drug sundries	6	212	5	83.3	81	38.2	81	100.0	38.2	15	18.5
Dry goods	13	1,936	11	84.6	1,441	74.4	1,411	97.9	72.9	86	6.0
Electrical goods	15	1,987	9	60.0	1,588	79.9	1,500	94.5	75.5	183	11.5
Farm products-raw materials	36	46,125	5	13.9	867	1.9	738	85.1	1.6	71	8.2
Farm products-consumer goods	12	2,691	3	25.0	821	30.5	787	95.9	29.2	63	7.7
General merchandise	15	1,705	6	40.0	954	56.0	911	95.5	53.4	58	6.1
Groceries and foods (except farm products)	17	4,809	8	47.1	626	13.0	562	89.8	11.7	55	8.8
Hardware	7	419	4	57.1	377	90.0	377	100.0	90.0	61	16.2
Lumber and building materials (other than metal)	14	9,008	6	42.9	5,013	55.7	2,757	55.0	30.6	164	3.3
Machinery, equipment and supplies (except electrical)	32	7,663	18	56.3	1,157	15.1	928	80.2	12.1	155	13.4
Metals (except scrap)	3	11,335	3	100.0	11,335	100.0	6,908	60.9	60.9	153	1.3
Paper and its products	5	218	3	60.0	166	76.1	166	100.0	76.1	52	31.3
Petroleum and its products	6	31,184	1	16.7	150	0.5	150	100.0	0.5	4	2.7
All other kinds of business	15	2,188	8	53.3	991	45.3	991	100.0	45.3	29	2.9
IMPORT AGENTS	179	50,541	114	63.7	20,878	41.3	13,478	64.6	26.7	1,346	6.4
Amusement and sporting goods	7	1,154	6	85.7	854	74.0	850	99.5	73.7	98	11.5
Chemicals	10	1,642	7	70.0	1,038	63.2	863	83.1	52.6	60	5.8
Clothing and furnishings	6	920	4	66.7	601	65.3	601	100.0	65.3	25	4.2
Drugs and drug sundries	11	1,026	7	63.6	515	50.2	388	75.3	37.8	35	6.8
Dry goods	24	3,383	23	95.8	3,377	99.8	2,653	78.6	78.4	406	12.0
Farm products-raw materials	19	22,448	9	47.4	2,670	11.9	1,102	41.3	4.9	84	2.4
Farm products-consumer goods	3	431	2	66.7	401	93.0	34	8.5	7.9	14	3.5
Furniture and house furnishings	9	346	7	77.8	274	79.2	261	95.3	75.4	118	43.1
General merchandise	3	1,059	1	33.3	821	77.5	821	100.0	77.5	60	7.3
Groceries and foods (except farm products)	32	12,278	15	46.9	6,937	56.5	3,140	45.3	25.6	120	1.7
Hardware	4	74	3	75.0	38	51.4	34	89.5	45.9	14	36.8
Jewelry and optical goods	3	274	3	100.0	274	100.0	274	100.0	100.0	63	23.0
Lumber and building materials (other than metal)	5	301	2	40.0	15	5.0	9	60.0	3.0	2	13.3
Machinery, equipment and supplies (except electrical)	6	101	4	66.7	97	96.0	89	91.8	88.1	24	24.7
Metals (except scrap)	4	1,021	3	75.0	799	78.3	644	80.6	63.1	54	6.8
Paper and its products	6	1,078	4	66.7	1,048	97.2	1,013	96.7	94.0	75	7.2
All other kinds of business	27	3,005	14	51.9	1,119	37.2	702	62.7	23.4	94	8.4

WHOLESALE DISTRIBUTION: 1933

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Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
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MANUFACTURERS' AGENTS	4,972	$573,964	3,484	70.1	$420,934	73.3	$397,030	94.3	69.2	$30,839	7.3
Amusement and sporting goods	86	7,080	68	79.1	6,017	85.0	5,883	97.8	83.1	516	8.6
Automotive products	166	27,135	120	72.3	21,953	80.9	19,114	87.1	70.4	1,467	6.7
Chemicals	171	25,187	127	74.3	19,868	78.9	19,606	98.7	77.8	1,428	7.2
Clothing and furnishings	489	59,273	341	69.7	40,624	68.5	39,122	96.3	66.0	1,841	4.5
Coal	16	3,489	16	100.0	3,489	100.0	3,486	99.9	99.9	319	9.1
Drugs and drug sundries	60	7,222	38	63.3	6,150	85.2	6,043	98.3	83.7	461	7.6
Dry goods	481	114,164	403	83.8	100,166	87.7	96,731	96.6	84.7	4,135	4.1
Electrical goods	298	20,454	205	68.8	16,284	79.6	15,309	94.0	74.8	1,714	10.5
Farm products-consumer goods	4	157	1	25.0	36	22.9	36	100.0	22.9	7	19.4
Farm supplies	34	2,131	15	44.1	426	20.0	164	38.5	7.7	47	11.0
Furniture and house furnishings	343	34,831	234	68.2	26,342	75.6	24,503	93.0	70.3	2,084	7.9
Groceries and foods (except farm products)	231	96,949	117	50.6	50,186	51.8	46,424	92.5	47.9	2,262	4.5
Hardware	145	13,783	96	66.2	9,941	72.1	9,508	95.6	69.0	671	6.7
Jewelry and optical goods	51	2,209	29	56.9	1,507	68.2	1,281	85.0	58.0	143	9.5
Lumber and building materials (other than metal	201	14,514	132	65.7	9,251	63.7	9,018	97.5	62.1	956	10.3
Machinery, equipment and supplies (except electrical)	1,300	63,414	924	71.1	49,044	77.3	46,471	94.8	73.3	7,852	16.0
Metals (except scrap)	189	19,800	138	73.0	14,651	74.0	13,609	92.9	68.7	1,143	7.8
Paper and its products	129	14,346	95	73.6	11,055	77.1	10,628	96.1	74.1	661	6.0
Petroleum and its products	7	939	4	57.1	837	89.1	604	72.2	64.3	134	16.0
Plumbing and heating equipment and supplies	202	9,790	145	71.8	7,207	73.6	6,694	92.9	68.4	830	11.5
Tobacco and its products (except leaf)	12	1,360	8	66.7	486	35.7	324	66.7	23.8	18	3.7
Waste materials	6	408	4	66.7	291	71.3	255	87.6	62.5	36	12.4
All other kinds of business	351	35,329	224	63.8	25,133	71.1	22,217	88.4	62.9	2,114	8.4
SELLING AGENTS	1,235	988,401	936	75.8	749,699	75.8	733,960	97.9	74.3	33,346	4.4
Amusement and sporting goods	12	2,167	9	75.0	2,033	93.8	2,021	99.4	93.3	312	15.3
Automotive products	24	2,207	15	62.5	1,254	56.8	1,046	83.4	47.4	194	15.5
Chemicals	24	10,133	21	87.5	9,488	93.6	8,928	94.1	88.1	1,172	12.4
Clothing and furnishings	111	75,248	83	74.8	66,260	88.1	63,404	95.7	84.3	2,550	3.8
Coal	196	219,341	161	82.1	139,798	63.7	137,622	98.4	62.7	6,472	4.6
Drugs and drug sundries	26	3,006	23	88.5	2,991	99.5	2,939	98.3	97.8	756	25.3
Dry goods	230	384,610	183	79.6	284,940	74.1	283,167	99.4	73.6	8,840	3.1
Electrical goods	21	4,658	18	85.7	4,557	97.8	4,435	97.3	95.2	656	14.4
Farm products-raw materials	10	2,772	2	20.0	380	13.7	380	100.0	13.7	25	6.6
Farm products-consumer goods	9	1,420	4	44.4	828	58.3	459	55.4	32.3	44	5.3
Farm supplies	25	463	7	28.0	238	51.4	238	100.0	51.4	85	35.7
Furniture and house furnishings	46	24,534	37	80.4	23,032	93.9	22,998	99.9	93.7	1,843	8.0
Groceries and foods (except farm products)	99	24,320	51	51.5	12,382	50.9	10,522	85.0	43.3	916	7.4
Hardware	18	2,188	15	83.3	1,942	88.8	1,922	99.0	87.8	107	5.5
Jewelry and optical goods	7	1,247	5	71.4	1,216	97.5	1,216	100.0	97.5	69	5.7
Lumber and building materials	116	18,991	88	75.9	13,993	73.7	13,533	96.7	71.3	2,362	16.9

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WHOLESALE DISTRIBUTION: 1933

Table 4.— UNITED STATES CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments		Establishments Reporting Credit Sales								
							Credit sales			Total Expenses	
								Percent of sales			
	Number	Net sales	Number	Percent of total for kind of business	Net sales	Percent of total for kind of business	Amount	Establishments reporting credit sales	All establishments	Amount	Percent of sales
SELLING AGENTS (Continued)											
Machinery, equipment and supplies (except electrical)	29	$4,117	23	79.3	$3,506	85.2	$3,432	97.9	83.4	$680	19.4
Metals (except scrap)	72	92,473	64	88.9	77,430	83.7	77,016	99.5	83.3	2,631	3.4
Paper and its products	35	10,606	32	91.4	9,971	94.0	7,427	74.5	70.0	492	4.9
Petroleum and its products	25	6,222	15	60.0	5,750	92.4	3,778	35.7	60.7	294	5.1
Plumbing and heating equipment and supplies	12	859	9	75.0	724	84.3	707	97.7	82.3	50	6.9
All other kinds of business	88	96,819	71	80.7	86,986	89.8	86,770	99.8	89.6	2,796	3.2
OTHER AGENTS	650	441,109	167	25.7	134,378	30.5	122,858	91.4	27.9	4,149	3.1
Clothing and furnishings	144	115,743	84	58.3	36,219	31.3	34,310	94.7	29.6	1,174	3.2
Dry goods	25	59,265	14	56.0	47,177	79.6	45,867	97.2	77.4	818	1.7
Farm products-raw materials	351	134,014	36	10.3	12,303	9.2	10,248	83.3	7.6	691	5.6
Farm products-consumer goods	25	85,480	13	52.0	19,963	23.4	15,148	75.9	17.7	689	3.5
Furniture and house furnishings	41	2,763	8	19.5	513	18.6	193	37.6	7.0	123	24.0
Groceries and foods (except farm products)	8	17,960	5	62.5	17,485	97.4	16,860	96.4	93.9	513	2.9
Machinery, equipment and supplies (except electrical)	12	1,595	5	41.7	660	41.4	186	28.2	11.7	131	19.8
All other kinds of business	44	24,289	2	4.5	58	0.2	46	79.3	0.2	10	17.2
ASSEMBLERS OF FARM PRODUCTS	11,283	718,588	2,171	19.2	185,163	25.8	89,327	48.2	12.4	25,590	13.8
Farm products-raw materials	4,149	347,265	754	18.2	46,797	13.5	11,752	25.1	3.4	3,908	8.4
Farm products-consumer goods	6,777	336,053	1,214	17.9	111,931	33.3	60,976	54.5	18.1	18,728	16.7
Farm supplies	128	4,357	58	45.3	2,803	64.3	645	23.0	14.8	294	10.5
Groceries and foods (except farm products)	140	27,412	95	67.9	21,348	77.9	14,389	67.4	52.5	2,154	10.1
All other kinds of business	89	3,501	50	56.2	2,284	65.2	1,565	68.5	44.7	506	22.2
COOPERATIVE MARKETING ASSOCIATIONS	2,732	686,072	906	33.2	301,137	43.9	219,540	72.9	32.0	34,786	11.6
Farm products-raw materials	931	263,204	235	25.2	88,255	33.5	54,314	61.5	20.6	4,659	5.3
Farm products-consumer goods	1,549	377,614	500	32.3	178,925	47.4	144,166	80.6	38.2	25,103	14.0
Farm supplies	182	14,772	123	67.6	12,880	87.2	7,427	57.7	50.3	1,225	9.5
Groceries and foods (except farm products)	14	24,016	7	50.0	15,919	66.3	10,791	67.8	44.9	3,133	19.7
All other kinds of business	56	6,466	41	73.2	5,158	79.8	2,842	55.1	44.0	666	12.9
CREAM STATIONS	2,860	31,459	77	2.7	2,589	8.2	11,981	76.5	6.3	967	37.4
ELEVATORS	7,087	338,002	2,494	35.2	163,738	48.4	24,068	14.7	7.1	11,585	7.1
Farm products-raw materials	7,050	337,205	2,457	34.9	162,941	48.3	23,743	14.6	7.0	11,481	7.0
All other kinds of business	37	797	37	100.0	797	100.0	345	43.3	43.3	104	13.0

WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales									
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses: Amount	Total expenses: Percent of sales	Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
Total	164170	$32151373	$3710233	134335	81.8	$26283004	81.7	$3064147	11.7	$13724812	$585945	$7565887	$4406360
Wholesalers proper	82865	12997276	1948513	77104	93.0	11838698	91.1	1777029	15.0	7502303	379502	3172661	784232
Wholesale merchants	76856	11302947	1791392	71468	93.0	10398573	92.0	1634796	15.7	6990668	366101	2456306	585498
Exporters	453	558147	34131	327	72.2	368488	66.0	26651	7.2	41153	58	235638	91639
Importers	2176	776354	81461	2108	96.9	738148	95.1	77605	10.5	231358	4518	413418	88854
Limited function wholesalers	3380	359828	41529	3201	94.7	333489	92.7	37977	11.4	239124	8825	67299	18241
Manufacturers' sales branches	16873	7557363	942251	14129	83.7	5738517	75.9	746819	13.0	2661912	71237	1742140	1263228
With stocks	12444	5144688	764670	10695	85.9	4243398	82.5	631943	14.9	2254349	62060	1008926	917063
Without stocks	4429	2412675	177581	3434	77.5	1495119	62.0	114876	7.7	407563	9177	732214	346165
Bulk tank stations	26190	1888675	372990	14049	53.6	990464	52.4	174173	17.6	759619	75067	93718	62060
Chain store warehouses	462	1431563	64767	405	87.7	1307993	91.4	61377	4.7	1081626	1555	2553	222259
Agents and brokers	13818	6502375	207887	11718	84.8	5225625	80.4	174991	3.3	1361291	10279	2153902	1700153
Brokers	3414	2088370	34536	2785	81.6	1784407	85.4	29156	1.6	247759	1270	575609	959769
Commission merchants	3128	2224864	72011	2516	80.4	1694172	76.1	61025	3.6	472572	2010	840060	379530
Export agents	240	135126	5736	157	65.4	62268	46.1	2976	4.8	13218	188	38300	10562
Import agents	179	50541	3230	153	85.5	47207	93.4	3080	6.5	5392	165	34205	7445
Manufacturers' agents	4972	573964	38901	4610	92.7	530183	92.4	36509	6.9	215147	3571	213358	98107
Selling agents	1235	988401	41357	1057	85.6	799996	80.9	33741	4.2	212458	1964	391011	194563
Other agents	650	441109	12116	440	67.7	307392	69.7	8504	2.8	194745	1111	61359	50177
Assemblers and country buyers	23962	1774121	173825	16930	70.7	1181707	66.6	129758	11.0	358061	48305	400913	374428
Assemblers of farm products	11283	718588	77757	8037	71.2	511131	71.1	57469	11.2	155192	10717	165487	179735
Cooperative marketing associations	2732	686072	65726	1906	69.8	432105	63.0	52324	12.1	175039	12697	119445	124924
Cream stations	2860	31459	4893	2310	80.8	15279	48.6	3655	23.9	1657	397	9039	4186
Elevators	7087	338002	25449	4677	66.0	223192	66.0	16310	7.3	26173	24494	106942	65583
WHOLESALE MERCHANTS	76856	11302947	1791392	71468	93.0	10398573	92.0	1634796	15.7	6990668	366101	2456306	585498
Amusement and sporting goods	976	78274	19274	894	91.6	72300	92.4	17038	23.6	36496	4760	27963	3081
Automotive products	5168	425310	98274	4922	95.2	397230	93.4	84578	21.3	297178	56280	32639	11133
Chemicals	1292	197185	40184	1221	94.5	186214	94.4	37443	20.1	37809	8455	123628	16322
Clothing and furnishings	2854	390789	62404	2844	99.6	390241	99.9	62320	16.0	359686	4134	24366	2055
Coal	734	230208	30083	551	69.6	158652	68.9	22971	14.5	83648	15691	46764	12549
Drugs and drug sundries	1078	342462	56973	1016	94.2	292951	85.5	49908	17.0	270502	4807	13145	4497
Dry goods	2938	754311	101707	2873	97.8	700232	92.8	95807	13.7	407012	3392	269207	20621
Electrical goods	2067	270754	60508	1976	95.6	258049	95.3	57080	22.4	164041	18410	72384	3214
Farm products-raw materials	2148	879891	67862	1613	75.1	717881	82.2	53689	7.5	59704	10680	594474	53023
Farm products-consumer goods	9924	1515687	225995	8981	90.5	1420713	93.7	210504	14.8	1155345	55464	54793	155111
Farm supplies	1683	212190	35130	1207	71.7	155740	73.4	25254	16.2	113386	18113	14227	10014
Furniture and house furnishings	1510	141111	31921	1493	98.9	134758	95.5	29124	21.6	118519	5722	8324	2194
General merchandise	87	61207	10700	87	100.0	61207	100.0	10700	17.5	57683	1896	941	687
Groceries and foods (except farm products)	16288	2747964	360983	16043	98.5	2687226	97.8	353488	13.2	2272076	55151	194452	165547
Hardware	1144	339339	72726	1093	95.5	299050	88.1	63025	21.1	219972	20171	52463	6444
Jewelry and optical goods	1432	85422	20725	1416	98.9	82458	96.5	20211	24.5	73920	2354	5673	511
Lumber and building materials (other than metal)	2352	231784	58814	1830	77.8	180386	77.8	45055	25.0	96386	15134	59577	9289
Machinery, equipment and supplies (except electrical)	5791	468214	118968	5533	95.5	440912	94.2	110327	25.0	79540	9497	321185	30690

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Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales									
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses: Amount	Total expenses: Percent of sales	Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
WHOLESALE MERCHANTS (continued)													
Metals (except scrap)	705	$107768	$23427	571	81.0	$92679	86.0	$19477	21.0	$26168	$2683	$60878	$2950
Paper and its products	2149	313743	67349	2041	95.0	281407	89.7	59597	21.2	135964	10089	127792	7562
Petroleum and its products	1748	214270	37791	1423	81.4	173190	80.8	30474	17.6	114390	12788	34467	11545
Plumbing and heating equipment and supplies	1428	141449	35651	1348	94.4	130271	92.1	32649	25.1	87582	6639	33527	2523
Tobacco and its products (except leaf)	1617	509581	32660	1582	97.8	485113	95.2	30936	6.4	473296	6332	647	4838
Waste materials	3342	155574	28273	2599	77.8	135834	87.3	24306	17.9	14150	2039	107081	12564
All other products	6401	495460	93110	6311	98.6	463879	93.6	88035	19.0	236215	15420	175709	36534
EXPORTERS	453	558147	34131	327	72.2	368488	66.0	26651	7.2	41153	58	235638	91639
Amusement and sporting goods	5	17712	1034	3	60.0	31	0.2	16	51.6	13	-	18	-
Automotive products	5	3891	478	4	80.0	3878	99.7	473	12.2	3291	5	580	2
Chemicals	11	4582	228	10	90.9	4323	94.3	207	4.8	397	-	3926	-
Clothing and furnishings	17	1119	178	17	100.0	1119	100.0	178	15.9	1086	-	24	9
Drugs and drug sundries	3	884	43	3	100.0	884	100.0	43	4.9	55	-	-	829
Dry goods	36	17406	1411	31	86.1	3893	22.4	216	5.5	1428	-	1663	802
Electrical goods	10	2003	267	7	70.0	1256	62.7	159	12.7	9	-	928	319
Farm products-raw materials	156	260879	16186	84	53.8	118818	45.5	12256	10.3	1710	9	85873	31226
Farm products-consumer goods	20	4552	224	15	75.0	2990	65.7	154	5.2	928	-	313	1749
Furniture and house furnishings	3	37	11	3	100.0	37	100.0	11	29.7	-	-	37	-
General merchandise	8	37607	7871	6	75.0	36275	96.5	7544	20.8	18030	5	6944	11296
Groceries and foods (except farm products)	46	38943	1789	40	87.0	36862	94.7	1640	4.4	5403	19	1654	29786
Hardware	4	853	60	4	100.0	853	100.0	60	7.0	36	-	15	802
Jewelry and optical goods	4	87	15	4	100.0	87	100.0	15	17.2	87	-	-	-
Lumber and building materials (other than metal)	47	13834	980	35	74.5	10489	75.8	761	7.3	3829	-	3320	3340
Machinery, equipment and supplies (except electrical)	13	5978	311	10	76.9	1700	28.4	129	7.6	277	-	1420	3
Metals (except scrap)	6	26359	1089	6	100.0	26359	100.0	1089	4.1	268	-	25593	498
Paper and its products	7	1798	280	5	71.4	1495	83.1	246	16.5	164	-	-	1331
Petroleum and its products	7	6731	517	6	85.7	6282	93.3	503	8.0	3095	-	2971	216
Plumbing and heating equipment and supplies	3	1023	175	2	66.7	401	39.2	57	14.2	294	-	-	107
Tobacco and its products (except leaf)	3	121	12	2	66.7	106	87.6	12	11.3	77	-	-	29
Waste materials	6	108145	509	4	66.7	108021	99.9	494	0.5	275	19	98774	8953
All other kinds of business	33	3603	463	26	78.8	2329	64.6	388	16.7	401	1	1585	342
IMPORTERS	2176	776354	81461	2108	96.9	738148	95.1	77605	10.5	231358	4518	413418	88854
Amusement and sporting goods	57	6618	1251	53	93.0	6504	98.3	1219	18.7	5733	28	613	130
Automotive products	7	538	145	7	100.0	538	100.0	145	27.0	398	-	48	92
Chemicals	58	26714	3490	58	100.0	26714	100.0	3490	13.1	1587	-	24235	892
Clothing and furnishings	109	24925	3899	108	99.1	23360	93.7	3651	15.6	11390	34	11475	461
Coal	3	434	30	3	100.0	434	100.0	30	6.9	-	-	434	-
Drugs and drug sundries	46	5772	2003	44	95.7	5670	98.2	1989	35.1	2623	15	1331	1701
Dry goods	353	70709	13146	348	98.6	69660	98.5	12965	18.6	39485	48	27152	2975
Electrical goods	11	737	166	11	100.0	737	100.0	166	22.5	543	5	171	18
Farm products-raw materials	127	104432	4389	118	92.9	103376	99.0	4279	4.1	1895	3	94101	7377
Farm products-consumer goods	72	45983	1937	69	95.8	45550	99.1	1907	4.2	30197	-	255	15098
Farm supplies	25	27449	2160	17	68.0	19023	69.3	809	4.3	5876	-	13102	45

WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales									
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses		Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
								Amount	Percent of sales				
IMPORTERS (continued)													
Furniture & House furnishings	237	$29659	$6827	236	99.6	$29645	99.9	$6771	22.8	$24451	-	$1756	$3438
General merchandise	6	76179	2037	6	100.0	76179	100.0	2037	2.7	4646	-	71223	310
Groceries and foods (except farm products)	469	230394	26336	448	95.5	208404	90.5	24873	11.9	72932	$3651	81267	50554
Hardware	19	1503	392	18	94.7	1501	99.9	390	26.0	914	21	221	345
Jewelry and optical goods	195	17888	3692	195	100.0	17888	100.0	3692	20.6	12575	92	4020	1201
Lumber and building materials (other than metal)	33	2873	846	31	93.9	2854	99.3	844	29.6	808	13	1895	138
Machinery, equipment and supplies (except electrical)	73	12087	1923	69	94.5	11122	92.0	1669	15.0	726	9	9863	524
Metals (except scrap)	33	24317	732	31	93.9	24112	99.2	691	2.9	785	115	21855	1357
Paper and its products	25	7563	683	25	100.0	7563	100.0	683	9.0	777	11	6309	466
Tobacco and its products (except leaf)	8	2066	328	8	100.0	2066	100.0	328	15.9	1827	90	45	104
All other kinds of business	210	57514	5049	205	97.6	55248	96.1	4977	9.0	11190	383	42047	1628
LIMITED FUNCTION WHOLESALERS	3380	359828	41529	3201	94.7	333489	92.7	37977	11.4	239124	8825	67299	18241
Amusement and sporting goods	27	1345	335	25	92.6	1293	96.1	321	24.8	1005	195	75	18
Automotive products	57	8236	1765	52	91.2	5705	69.3	1315	23.0	4808	674	76	147
Chemicals	16	436	152	16	100.0	436	100.0	152	34.9	65	6	364	1
Clothing and furnishings	27	1290	268	26	96.3	1060	82.2	204	19.2	843	8	81	128
Coal	233	87744	5796	204	87.6	73088	83.3	5011	6.9	40741	617	24452	7278
Drugs and drug sundries	44	2687	434	43	97.7	2677	99.6	432	16.1	2291	30	281	75
Dry goods	60	3897	401	60	100.0	3897	100.0	401	10.3	1091	62	2731	13
Electrical goods	37	2345	509	34	91.9	1331	56.8	306	23.0	1028	30	262	11
Farm products-raw materials	6	3436	122	6	100.0	3436	100.0	122	3.6	33	1	3401	1
Farm products-consumer goods	380	33825	7777	332	87.4	31644	93.6	7311	23.1	22497	3973	4258	916
Farm supplies	37	6702	1041	28	75.7	5706	85.1	746	13.1	2948	398	1160	1200
Furniture & house furnishings	38	4188	690	38	100.0	4188	100.0	690	16.5	1980	54	183	1971
Groceries and foods (except farm products)	1285	103849	11350	1272	99.0	102541	98.7	10563	10.3	100166	899	1053	623
Hardware	9	371	99	9	100.0	371	100.0	99	26.7	220	54	97	-
Jewelry and optical goods	18	1733	623	18	100.0	1733	100.0	623	35.9	1032	129	572	-
Lumber and building materials (other than metal)	205	30230	2695	182	88.8	29037	96.1	2553	8.8	20250	113	8070	604
Machinery, equipment and supplies (except electrical)	40	1724	546	40	100.0	1724	100.0	546	31.7	887	185	640	12
Metals (except scrap)	4	2052	123	4	100.0	2052	100.0	123	6.0	974	-	1062	16
Paper and its products	41	10281	811	36	87.8	10142	98.6	786	7.7	3438	41	6662	1
Petroleum and its products	193	14923	1558	157	81.3	13463	90.2	1352	10.0	5853	410	2139	5061
Plumbing and heating equipment and supplies	6	309	153	5	83.3	300	97.1	149	49.7	285	5	10	-
Tobacco and its products (except leaf)	111	14637	842	111	100.0	14637	100.0	842	5.8	14401	215	21	-
Waste materials	11	8367	707	11	100.0	8367	100.0	707	8.4	-	-	8367	-
All other kinds of business	495	15221	2732	492	99.4	14661	96.3	2623	17.9	12288	926	1282	165

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WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

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	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses: Amount	Total expenses: Percent of sales	Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
MANUFACTURERS' SALES BRANCHES WITH STOCKS	12444	$5144688	$764670	10695	85.9	$4243398	82.5	$631943	14.9	$2254349	$62060	$1009926	$917063
Amusement and sporting goods	216	97960	14803	121	56.0	58351	59.6	7543	12.9	10390	121	18347	29493
Automotive products	726	332631	54312	613	84.4	221065	66.5	39086	17.7	165558	9282	39742	6483
Chemicals	703	299412	45486	578	82.2	148470	49.6	29721	20.0	46529	2113	84004	15824
Clothing and furnishings	337	199562	25556	324	96.1	168515	94.5	23854	12.7	179274	158	1652	7231
Coal	30	13117	2099	26	86.7	9646	73.5	1897	19.7	4547	1810	3289	-
Drugs and drug sundries	213	86956	24936	199	93.4	70806	81.4	20533	29.0	51238	919	1469	17180
Dry goods	233	115132	15022	231	99.1	114843	99.7	14960	13.0	35324	6755	47401	25363
Electrical goods	447	322841	49922	327	73.2	264183	81.8	40830	15.5	53801	633	168870	40879
Farm products-raw materials	5	558	30	5	100.0	558	100.0	30	5.4	550	-	8	-
Farm products-consumer goods	344	106918	24993	332	96.5	93162	87.1	22259	23.9	70285	1684	6719	14474
Farm supplies	110	42792	6983	54	49.1	26628	62.2	5394	20.3	17853	1837	6127	811
Furniture and house furnishings	344	71809	10615	315	91.6	61672	85.9	9126	14.8	52927	179	1272	7294
Groceries and foods (except farm products)	3200	1661861	207785	3061	95.7	1560974	92.9	194706	12.5	1118404	5618	99402	337550
Hardware	97	20811	3758	80	82.5	18460	88.7	3352	18.2	14687	43	3168	562
Jewelry and optical goods	269	26221	8221	236	87.7	24422	93.1	7748	31.7	19549	341	1068	3464
Lumber and building materials (other than metal)	332	107903	18513	257	77.4	56495	52.4	10685	18.9	30867	1226	24402	-
Machinery, equipment and supplies(except electrical)	2968	438692	112972	2519	84.3	372830	85.0	88313	23.7	108959	13244	212306	38321
Metals (except scrap)	423	215701	25257	288	68.1	133064	61.7	15794	11.9	33526	5077	94147	314
Paper and its products	203	94012	15700	177	87.2	57211	60.9	12685	22.2	22614	3852	28943	1802
Petroleum and its products	121	25200	3990	21	17.4	19463	77.2	1926	9.9	12763	72	6468	160
Plumbing and heating equipment and supplies	462	82831	20856	378	81.8	68630	82.9	17187	25.0	39772	1764	24041	3053
Tobacco and its products (except leaf)	85	512474	33256	72	84.7	431971	84.3	28491	6.6	78766	78	4651	348476
All other products	556	269294	39605	481	86.5	241979	89.9	35822	14.8	86066	5254	132430	18229
WITHOUT STOCKS	4429	2412675	177581	3434	77.5	1495119	62.0	114876	7.7	407563	9177	732214	346165
Amusement and sporting goods	156	58723	11022	20	12.8	4579	7.8	687	15.0	912	-	386	3281
Automotive products	95	54761	6344	67	70.5	21791	39.8	2320	10.6	15982	70	5601	138
Chemicals	145	68073	9025	124	85.5	47924	70.4	6394	13.3	13375	1870	32017	662
Clothing and furnishings	192	68512	6011	187	97.4	61253	89.4	5474	8.9	47564	204	6405	7080
Coal	75	59751	4365	36	48.0	26944	45.1	1197	4.4	6960	329	17080	2575
Drugs and drug sundries	38	9654	2486	30	78.9	3974	41.2	1392	35.0	3314	11	36	613
Dry goods	171	142467	6949	160	93.6	129524	90.9	5756	4.4	32336	16	89887	7285
Electrical goods	286	73538	6630	198	69.2	50622	68.8	4323	8.5	9140	632	24871	15979
Farm products-consumer goods	19	6243	700	15	78.9	5427	86.9	541	10.0	229	36	-	5162
Farm supplies	51	20861	2204	28	54.9	9559	45.8	1061	11.1	7990	20	901	648
Furniture and house furnishings	141	34749	3154	132	93.6	31731	91.3	2812	8.9	14624	10	1419	15678
Groceries and foods (except farm products)	232	189662	26152	195	84.1	132959	70.1	20337	15.3	102559	15	6399	23986
Hardware	34	13329	733	28	82.4	10569	79.3	466	4.4	1185	1	2250	7153
Jewelry and optical goods	42	11816	1291	28	66.7	7249	61.3	1034	14.3	7085	-	6	158
Lumber and building materials (other than metal)	223	67744	7101	146	65.5	34412	50.8	5330	15.5	18000	46	13525	2841
Machinery, equipment and supplies(except electrical)	1,057	249733	21884	909	86.0	110673	44.3	14337	13.0	3683	248	104993	1749
Metals (except scrap)	511	720235	21918	286	56.0	355315	49.3	12965	3.6	55885	2720	290602	6108
Paper and its products	226	144108	11730	157	69.5	90947	63.1	6798	7.5	28018	1244	49872	11813
Petroleum and its products	19	55782	4438	10	52.6	20035	35.9	1709	8.5	15962	10	4063	-

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

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Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales									
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses		Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
								Amount	Percent of sales				
WITHOUT STOCKS (continued)													
Plumbing and heating equipment and supplies	123	$24565	$4309	105	85.4	$16585	67.5	$2906	17.5	$6155	$69	$8771	$1592
Tobacco and its products (except leaf)	122	206727	5230	121	99.2	203961	98.7	4412	2.2	121	-	-	203840
All other kinds of business	471	131632	13905	452	96.0	119086	90.5	12626	10.6	16486	1626	73150	27824
BULK TANK STATIONS	26190	1888675	372990	14049	53.6	990464	52.4	174173	17.6	759619	75067	93718	62060
CHAIN STORE WAREHOUSES	462	1431563	64767	405	87.7	1307993	91.4	61377	4.7	1081626	1565	2553	222259
Automotive products	4	8618	428	3	75.0	8343	96.8	345	4.1	8343	-	-	-
Clothing and furnishings	12	18662	700	11	91.7	18244	97.8	680	3.7	18244	-	-	-
Drugs and drug sundries	19	56289	1712	18	94.7	50692	90.1	1644	3.2	50692	-	-	-
Dry goods	9	63018	1923	9	100.0	63018	100.0	1923	3.1	63018	-	-	-
Electrical goods	3	3868	527	2	66.7	3377	87.3	497	14.7	2712	450	214	1
Farm products-consumer goods	85	81733	6547	75	88.2	77635	95.0	6485	8.4	66797	39	1	10798
Farm supplies	4	1152	168	3	75.0	1072	93.1	161	15.0	1017	66	-	-
Furniture and house furnishings	5	4209	781	5	100.0	4209	100.0	781	18.6	4027	-	-	182
General merchandise	3	1294	142	2	66.7	289	22.3	32	11.1	82	-	-	207
Groceries and foods (except farm products)	288	1172607	50755	263	91.3	1070119	91.3	47931	4.5	857590	992	2534	209203
Hardware	4	597	166	4	100.0	597	100.0	166	27.8	574	2	-	21
Tobacco and its products (except leaf)	20	15400	879	6	30.0	10219	66.4	705	6.9	8372	-	1	1846
All other kinds of business	6	4116	39	4	66.7	179	4.3	27	15.1	158	17	3	1
BROKERS	3414	2088370	34536	2785	81.6	1784407	85.4	29156	1.6	247759	1270	575609	959769
Amusement and sporting goods	4	200	8	3	75.0	162	81.0	7	4.3	11	-	92	59
Automotive products	3	90	19	3	100.0	90	100.0	19	21.1	2	-	31	57
Chemicals	15	2490	53	13	86.7	2270	91.2	48	2.1	481	8	1657	124
Clothing and furnishings	24	3790	153	24	100.0	3790	100.0	153	4.0	1858	-	350	1582
Coal	64	16461	1092	61	95.3	16077	97.7	1063	6.6	6985	134	8362	596
Drugs and drug sundries	9	3702	101	9	100.0	3702	100.0	101	2.7	506	-	3154	42
Dry goods	89	171883	902	88	98.9	171447	99.7	894	0.5	7220	-	118112	46115
Electrical goods	11	368	41	11	100.0	368	100.0	41	11.1	66	-	177	125
Farm products-raw materials	517	291082	4801	347	67.1	172017	59.1	3540	2.1	8153	146	137247	26471
Farm products-consumer goods	566	169193	4814	429	75.8	128781	76.1	4045	3.1	33762	38	6998	87993
Farm supplies	91	27289	593	58	63.7	14907	54.6	365	2.4	7439	73	5897	1498
Furniture and house furnishings	32	2171	206	32	100.0	2171	100.0	206	9.5	1868	25	86	192
General merchandise	55	43643	463	10	18.2	2386	5.5	41	1.7	477	-	1498	410
Groceries and foods (except farm products)	1377	1175064	16106	1193	86.6	1093344	93.0	13869	1.3	143231	329	201577	748207
Hardware	6	735	24	5	83.3	641	87.2	19	3.0	154	-	7	480
Jewelry and optical goods	39	1489	99	39	100.0	1489	100.0	99	6.6	1182	40	76	191
Lumber and building materials (other than metal)	139	16210	998	116	83.5	13330	82.2	853	6.4	7801	283	3833	1413
Machinery, equipment and supplies (except electrical)	87	5774	473	77	88.5	4773	82.7	460	9.6	132	3	4511	127
Metals (except scrap)	30	9001	386	25	83.3	8496	94.4	336	4.0	25	3	8093	375
Paper and its products	21	2474	191	17	81.0	2315	93.6	176	7.6	956	-	735	624
Petroleum and its products	49	44388	971	46	93.9	43355	97.7	900	2.1	12657	111	1913	28674

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WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

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								Amount	Percent of sales				
BROKERS (continued)													
Plumbing and heating equipment and supplies	7	$365	$17	6	85.7	$341	93.4	$15	4.4	$225	-	$15	$101
Tobacco and its products (except leaf)	4	407	23	4	100.0	407	100.0	23	5.7	2	-	36	369
Waste materials	35	8593	403	33	94.3	8148	94.8	394	4.8	58	$8	7339	743
All other products	140	91508	1599	136	97.1	89601	97.9	1489	1.7	12518	69	63813	13201
COMMISSION MERCHANTS	3128	2224864	72011	2516	80.4	1694172	76.1	61025	3.6	472572	2010	840060	379530
Automotive products	17	870	78	15	88.2	851	97.8	75	8.8	195	83	430	143
Chemicals	22	13380	961	18	81.8	10598	79.2	559	5.3	7127	68	911	2492
Clothing and furnishings	48	35937	1493	47	97.9	35123	97.7	1490	4.2	14294	3	13352	7474
Coal	18	1085	163	13	72.2	524	48.3	86	16.4	392	48	50	34
Drugs and drug sundries	7	3270	80	7	100.0	3270	100.0	80	2.4	818	-	37	2415
Dry goods	133	340211	12223	129	97.0	305686	89.9	11571	3.8	53286	16	210527	41857
Electrical goods	24	1799	197	20	83.3	1245	69.2	149	12.0	654	8	145	438
Farm products-raw materials	1294	1190037	24426	863	66.7	818560	68.8	16034	2.0	35642	51	546551	236316
Farm products-consumer goods	1015	378988	23446	908	89.5	369397	97.5	23112	6.3	300520	931	4544	63402
Farm supplies	58	2776	194	39	67.2	1512	54.5	132	8.7	1060	39	261	152
Furniture & house furnishings	35	4219	557	33	94.3	4136	98.0	524	12.9	2857	110	679	490
General merchandise	3	1990	87	3	100.0	1990	100.0	87	4.4	42	-	1882	66
Groceries and foods (except farm products)	121	46736	1851	118	97.5	45999	98.4	1837	4.0	29173	90	1834	14902
Hardware	4	178	17	4	100.0	178	100.0	17	9.6	27	1	141	9
Jewelry and optical goods	5	184	19	4	80.0	108	58.7	18	16.7	89	-	-	19
Lumber and building materials (other than metal)	47	8683	590	37	78.7	8194	94.4	504	6.2	5951	350	1005	888
Machinery, equipment and supplies (except electrical)	20	5763	192	19	95.0	5759	99.9	190	3.3	8	-	5631	120
Metals (except scrap)	5	1752	36	3	60.0	1575	89.9	21	1.3	1	-	1411	163
Paper and its products	4	299	32	2	50.0	11	3.7	2	18.2	8	-	3	-
Petroleum and its products	68	4597	473	59	86.8	4562	99.2	443	9.7	3707	193	75	587
Waste materials	4	522	34	4	100.0	522	100.0	34	6.5	-	-	522	-
All other kinds of business	176	181589	4962	171	97.2	74372	41.0	4050	5.4	16721	19	50069	7563
EXPORT AGENTS	240	135126	5736	157	65.4	62268	46.1	2976	4.8	13218	188	38300	10562
Amusement and sporting goods	5	579	60	5	100.0	579	100.0	60	10.4	16	-	563	-
Automotive products	28	9203	572	22	78.6	8260	89.8	483	5.8	2909	-	4394	957
Chemicals	5	3330	94	5	100.0	3330	100.0	94	2.8	3	-	3327	-
Clothing and furnishings	6	534	64	5	83.3	320	59.9	30	9.4	303	-	17	-
Drugs and drug sundries	6	212	23	6	100.0	212	100.0	23	10.8	53	-	11	148
Dry goods	13	1936	95	11	84.6	1852	95.7	92	5.0	1077	-	250	525
Electrical goods	15	1987	200	8	53.3	1279	64.4	165	12.9	1154	-	93	32
Farm products-raw materials	36	46125	2279	11	30.6	10182	22.1	377	3.7	103	-	9329	750
Farm products-consumer goods	12	2691	134	6	50.0	1277	47.5	82	6.4	598	-	201	478
General merchandise	15	1705	84	10	66.6	1243	72.9	65	5.2	56	-	113	1074
Groceries and foods (except farm products)	17	4809	205	14	82.4	3859	80.2	154	4.0	2188	-	188	1483
Hardware	7	419	65	4	57.1	291	69.5	57	19.6	260	-	-	31
Lumber and building materials (other than metal)	14	9008	302	9	64.3	8671	96.3	267	3.1	2727	-	3819	2125
Machinery, equipment and supplies (except electrical)	32	7663	790	18	56.3	6873	89.7	726	10.6	86	4	4648	2135
Metals (except scrap)	3	11335	153	3	100.0	11335	100.0	153	1.3	1023	184	10128	-

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EXPORT AGENTS (continued)													
Paper and its products	5	$218	$60	3	60.0	$60	27.5	$8	13.3	$9	-	$36	$16
Petroleum and its products	6	31184	455	4	66.7	869	2.8	51	5.9	455	-	414	-
All other kinds of business	15	2188	101	13	86.7	1776	81.2	89	5.0	198	-	770	808
IMPORT AGENTS	179	50541	3230	153	85.5	47207	93.4	3080	6.5	5392	$165	34205	7445
Amusement and sporting goods	7	1154	111	7	100.0	1154	100.0	111	9.6	506	-	300	348
Chemicals	10	1642	113	7	70.0	994	60.5	89	9.0	70	-	909	15
Clothing and furnishings	6	920	29	5	83.3	644	70.0	26	4.0	284	-	360	-
Drugs and drug sundries	11	1026	50	9	81.8	976	95.1	43	4.4	226	-	750	-
Dry goods	24	3383	407	24	100.0	3383	100.0	407	12.0	1266	2	1643	472
Farm products-raw materials	19	22448	1657	15	78.9	21118	94.1	1593	7.5	73	-	20544	501
Farm products-consumer goods	3	431	24	2	66.7	401	93.0	14	3.5	25	-	9	367
Furniture and house furnishings	9	346	134	9	100.0	346	100.0	134	38.7	318	25	-	3
General merchandise	3	1059	63	1	33.3	821	77.5	60	7.3	-	-	821	-
Groceries and foods (except farm products)	32	12278	195	26	81.3	11879	96.8	174	1.5	706	100	6973	4100
Hardware	4	74	17	4	100.0	74	100.0	16	21.6	50	-	-	24
Jewelry and optical goods	3	274	63	3	100.0	274	100.0	63	23.0	168	-	106	-
Lumber and building materials (other than metal)	5	301	12	3	60.0	240	79.7	10	4.2	8	-	232	-
Machinery, equipment and supplies (except electrical)	6	101	25	5	83.3	100	99.0	23	23.0	-	-	100	-
Metals (except scrap)	4	1021	95	4	100.0	1021	100.0	95	9.3	420	10	566	25
Paper and its products	6	1078	79	6	100.0	1078	100.0	79	7.3	325	-	738	15
All other kinds of business	27	3005	156	23	85.2	2704	90.0	143	5.3	947	28	154	1575
MANUFACTURERS' AGENTS	4972	573964	38901	4610	92.7	530183	92.4	36509	6.9	215147	3571	213358	98107
Amusement and sporting goods	86	7080	632	78	90.7	6412	90.6	574	9.0	5426	20	84	882
Automotive products	166	27135	1916	141	84.9	25113	95.5	1754	7.0	6106	639	15260	3108
Chemicals	171	26187	1674	153	89.5	24042	95.5	1535	6.4	2499	30	18914	2699
Clothing and furnishings	489	59273	2531	485	99.2	56376	95.1	2512	4.5	42710	120	2502	10944
Coal	16	3489	319	16	100.0	3489	100.0	319	9.1	1518	19	1715	237
Drugs and drug sundries	60	7222	604	56	93.3	7092	98.2	573	8.1	3428	16	2783	865
Dry goods	481	114164	4303	469	97.5	101472	88.9	4235	4.2	35720	394	54915	10443
Electrical goods	298	20454	2046	262	87.9	18096	88.5	1857	10.3	8447	436	6647	2666
Farm products-consumer goods	4	157	40	3	75.0	121	77.1	33	27.3	115	6	-	-
Farm supplies	34	2131	106	21	61.8	1948	91.4	80	4.1	237	12	522	1177
Furniture and house furnishings	343	34831	2620	332	96.8	33146	95.2	2476	7.5	25271	277	6697	1901
Groceries and foods (except farm products)	231	96949	4260	200	86.6	92611	95.5	4104	4.4	47846	185	3039	41541
Hardware	145	13783	863	134	92.4	12377	89.8	811	6.6	4910	101	2372	4994
Jewelry and optical goods	51	2209	200	51	100.0	2209	100.0	200	9.1	1961	9	-	239
Lumber and building materials (other than metal)	201	14514	1204	163	81.1	12520	86.3	989	7.9	6574	127	4832	987
Machinery, equipment and supplies (except electrical)	1300	63414	9490	1255	96.5	60401	95.2	9119	15.1	3869	296	54286	1950
Metals (except scrap)	189	19800	1324	158	83.6	18354	92.7	1087	5.9	1143	237	12803	4171
Paper and its products	129	14346	794	111	86.0	11266	78.5	669	5.9	2760	96	4047	4363
Petroleum and its products	7	939	142	6	85.7	897	95.5	137	15.3	170	3	85	639
Plumbing and heating equipment and supplies	202	9790	1067	165	81.7	8496	86.8	918	10.8	4959	90	2107	1340
Tobacco and its products (except leaf)	12	1360	56	8	66.7	328	24.1	16	4.9	147	-	-	181

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WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales								
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses: Amount	Total expenses: Percent of sales	Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
MANUFACTURERS' AGENTS (continued)													
Waste materials	6	$408	$79	3	50.0	$337	82.6	$67	19.9	-	-	$237	-
All other kinds of business	351	35329	2631	340	96.9	33080	93.6	2444	7.4	$9331	$458	20411	$2880
SELLING AGENTS	1235	988401	41357	1057	85.6	799996	80.9	33741	4.2	212458	1964	391011	194563
Amusement and sporting goods	12	2167	324	11	91.7	2094	96.6	319	15.2	2016	31	4	43
Automotive products	24	2207	317	23	95.8	2085	94.5	309	14.8	898	204	186	797
Chemicals	24	10133	1404	24	100.0	10133	100.0	1404	13.9	534	343	8061	1195
Clothing and furnishings	111	75248	2751	107	96.4	73705	97.9	2698	3.7	23954	7	1066	46678
Coal	196	219341	8721	162	82.7	122412	55.8	5925	4.8	89478	591	28129	4214
Drugs and drug sundries	26	3006	757	24	92.3	2992	99.5	754	25.2	2590	22	205	175
Dry goods	230	384610	11267	223	97.0	369068	96.0	11114	3.0	32511	-	225025	111532
Electrical goods	21	4658	669	20	95.2	4598	98.7	666	14.5	1824	15	1156	1603
Farm products-raw materials	10	2772	77	8	80.0	2347	84.7	60	2.6	194	-	1424	729
Farm products-consumer goods	9	1420	255	8	88.9	1330	93.7	225	16.9	376	2	1	951
Farm supplies	25	463	98	13	52.0	388	83.8	94	24.2	127	94	120	47
Furniture and house furnishings	46	24534	1993	32	69.6	9055	36.9	1124	12.4	5184	-	291	3580
Groceries and foods (except farm products)	99	24320	1348	82	82.8	21522	88.5	1287	6.0	5980	288	4251	11003
Hardware	18	2188	115	18	100.0	2188	100.0	115	5.3	1450	27	67	644
Jewelry and optical goods	7	1247	70	7	100.0	1247	100.0	70	5.6	185	-	627	435
Lumber and building materials (other than metal)	116	18991	2557	88	75.9	15358	80.9	2124	13.8	8269	139	5856	1094
Machinery, equipment and supplies(except electrical)	29	4117	783	24	82.8	2551	62.0	387	15.2	71	-	2423	57
Metals (except scrap)	72	92473	3679	34	47.2	46274	50.0	1333	2.9	4508	124	40556	1086
Paper and its products	35	10606	544	31	88.6	7960	75.1	406	5.1	605	-	6074	1281
Petroleum and its products	25	6222	358	20	80.0	5814	93.4	292	5.0	1814	61	1941	1998
Plumbing and heating equipment and supplies	12	859	61	12	100.0	859	100.0	61	7.1	593	9	31	226
All other kinds of business	88	96819	3209	86	97.7	96016	99.2	2975	3.1	27297	7	63517	5195
OTHER AGENTS	650	441109	12116	440	67.7	307392	69.7	8504	2.8	194745	1111	61359	50177
Clothing and furnishings	144	115743	2532	143	99.3	115723	99.9	2528	2.2	102764	75	177	12707
Dry goods	25	59265	892	25	100.0	59265	100.0	892	1.5	46749	22	652	11862
Farm products-raw materials	351	134014	4738	165	47.0	63628	47.5	2511	3.9	3611	296	56072	3649
Farm products-consumer goods	25	85480	1814	17	68.0	25170	29.4	834	3.3	4166	-	680	20324
Furniture and house furnishings	41	2763	437	34	82.9	2089	75.6	349	16.7	1433	500	109	47
General merchandise	9	18445	607	5	55.6	16524	89.6	346	2.1	15179	24	1321	-
Groceries and foods (except farm products)	8	17960	547	7	87.5	17835	99.3	535	3.0	17396	6	-	433
Jewelry and optical goods	8	182	83	8	100.0	182	100.0	83	45.6	182	-	-	-
Machinery, equipment and supplies	12	1595	181	10	83.3	1545	96.9	175	11.3	263	1	1015	266
All other kinds of business	27	5662	285	26	96.3	5431	95.9	251	4.6	3002	187	1353	889
ASSEMBLERS OF FARM PRODUCTS	11283	718588	77757	8037	71.2	511131	71.1	57469	11.2	155192	10717	165487	179735
Farm products-raw materials	4149	347265	22184	2489	60.0	198339	57.1	10893	5.5	17110	3694	118406	59129
Farm products-consumer goods	6777	336053	51693	5248	77.4	280069	83.3	43795	15.6	124350	6297	41107	108315
Farm supplies	128	4357	457	84	65.6	3078	70.6	335	10.9	1797	501	604	376

WHOLESALE DISTRIBUTION: 1933

Table 5.— UNITED STATES DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Type of Establishment Kind of Business	All Establishments			Establishments Reporting Distribution of Sales									
	Number	Net sales	Total expenses	Number of establishments	Percent of total for kind of business	Net sales	Percent of total for kind of business	Total expenses		Sales to retailers for resale	Sales to home consumers (*at retail*)	Sales to industrial users	Sales to wholesale organizations
								Amount	Percent of sales				
ASSEMBLERS OF FARM PRODUCTS (continued)													
Groceries and foods (except farm products)	140	$27412	$2650	134	95.7	$26545	96.8	$1736	6.5	$11223	$322	$3114	$11886
All other kinds of business	89	3501	773	82	92.1	3100	88.5	710	22.9	712	103	2256	29
COOPERATIVE MARKETING ASSOCIATIONS	2732	686072	65726	1906	69.8	432105	63.0	52324	12.1	175039	12697	119445	124924
Farm products-raw materials	931	263204	9842	452	48.5	117812	44.8	5523	4.7	5890	2294	91996	17632
Farm products-consumer goods	1549	377614	49292	1284	82.9	275555	73.0	40653	14.8	150763	8660	21233	94899
Farm supplies	182	14772	1744	122	67.0	13287	89.9	1594	12.0	6155	1384	4853	895
Groceries and foods (except farm products)	14	24016	4069	12	85.7	19751	82.2	3905	19.8	9374	40	18	10319
All other kinds of business	56	6466	779	36	64.3	5700	88.2	649	11.4	2857	319	1345	1179
CREAM STATIONS													
Farm products-consumer goods	2860	31459	4393	2310	80.8	15279	48.6	3655	23.9	1657	397	9039	4186
ELEVATORS	7087	338002	25449	4677	66.0	223192	66.0	16310	7.3	26173	24494	106942	65583
Farm products-raw materials	7050	337205	25345	4663	66.1	222541	66.0	16218	7.3	25913	24321	106859	65448
All other kinds of business	37	797	104	14	37.8	651	81.7	92	14.1	260	173	83	135

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Table 5A. SALES MADE BY RETAILERS TO OTHER RETAILERS BY STATES AND KIND OF BUSINESS 1/

(All values expressed in thousands of dollars)

Geographic Divisions and States	Total sales	Food group	Farmers' supplies and country general stores	General merchandise group	Apparel group	Automotive group	Furniture and household group	Lumber building and hardware group	Other retail stores	Second-hand stores
UNITED STATES	$461,659	$115,387	$31,410	$18,633	$5,937	$179,663	$12,548	$34,054	$61,099	$2,928
NEW ENGLAND	32,821	8,949	1,997	234	2,322	11,071	693	2,294	5,114	147
Connecticut	7,671	2,986	439	16	31	2,516	225	335	1,115	8
Maine	2,695	379	443	5	6	1,101	134	229	383	15
Massachusetts	16,065	4,327	385	169	2,270	4,695	262	1,085	2,761	111
New Hampshire	1,375	247	342	1	-	346	13	289	135	2
Rhode Island	3,324	780	196	-	4	1,863	14	80	385	2
Vermont	1,691	230	192	43	11	550	45	276	335	9
MIDDLE ATLANTIC	117,648	43,795	5,019	4,214	1,970	30,804	4,171	9,673	17,114	888
New Jersey	12,342	4,154	572	22	17	4,008	292	1,224	1,962	91
New York	70,103	24,670	1,987	1,801	1,241	19,597	3,276	5,374	11,616	541
Pennsylvania	35,203	14,971	2,460	2,391	712	7,199	603	3,075	3,536	256
EAST NORTH CENTRAL	139,489	28,952	7,012	11,371	951	53,445	3,533	7,309	25,746	670
Illinois	57,419	11,071	2,194	11,173	653	21,261	1,131	2,532	7,173	231
Indiana	10,791	2,134	1,402	459	10	3,773	204	753	1,945	111
Michigan	32,950	7,602	1,503	130	163	8,618	960	1,583	12,131	260
Ohio	29,641	5,207	1,149	94	88	16,837	1,062	1,742	3,402	60
Wisconsin	8,688	2,938	764	15	37	2,956	176	699	1,095	8
WEST NORTH CENTRAL	46,683	5,784	3,152	284	129	29,932	514	2,805	3,950	133
Iowa	5,934	1,130	538	8	19	2,911	33	425	858	12
Kansas	5,342	596	407	42	12	3,643	27	346	253	16
Minnesota	17,218	1,700	306	5	21	13,411	113	128	1,512	22
Missouri	10,838	1,441	1,209	152	65	5,496	278	1,143	991	63
Nebraska	4,327	511	412	58	6	2,595	47	434	259	5
North Dakota	1,639	241	138	6	2	1,020	9	161	62	-
South Dakota	1,385	165	142	13	4	856	7	168	15	15
SOUTH ATLANTIC	31,329	4,750	3,597	456	89	16,181	882	2,897	2,377	100
Delaware	740	104	131	3	-	336	8	133	25	-
District of Columbia	2,732	123	5	-	2	1,670	132	272	509	19
Florida	2,683	500	113	1	6	1,257	202	427	171	6
Georgia	2,766	570	651	48	5	1,032	65	177	213	5
Maryland	4,310	1,333	306	51	2	1,759	14	278	553	14
North Carolina	9,184	676	1,157	121	31	6,250	45	514	347	43
South Carolina	1,923	328	399	217	32	638	10	209	90	-
Virginia	3,605	705	542	6	9	1,234	365	553	181	10
West Virginia	3,386	411	293	9	2	2,005	41	334	288	3
EAST SOUTH CENTRAL	14,501	4,607	2,375	227	34	4,510	353	1,238	1,067	90
Alabama	3,133	710	1,007	64	3	910	50	237	142	10
Kentucky	6,036	2,794	388	33	24	1,869	124	390	396	18
Mississippi	1,895	459	601	85	-	451	14	236	45	4
Tennessee	3,437	644	379	45	7	1,280	165	375	484	58
WEST SOUTH CENTRAL	22,256	3,789	3,446	516	50	9,962	773	2,044	1,427	249
Arkansas	1,986	127	451	97	4	975	18	194	115	5
Louisiana	2,871	621	422	155	17	1,078	114	236	193	35
Oklahoma	6,897	1,456	1,206	104	3	2,761	121	700	408	138
Texas	10,502	1,585	1,367	160	26	5,148	520	914	711	71
MOUNTAIN	11,878	2,367	1,501	574	93	5,394	246	939	688	76
Arizona	1,481	239	330	377	9	304	40	76	97	9
Colorado	3,615	745	177	10	68	2,052	60	273	206	24
Idaho	1,198	216	104	90	1	593	14	140	37	3
Montana	1,397	212	74	20	1	756	69	154	110	1
Nevada	439	117	62	-	-	132	6	52	63	7
New Mexico	1,100	175	468	19	6	315	9	70	37	1
Utah	2,092	571	211	51	6	935	45	146	99	28
Wyoming	556	92	75	7	2	307	3	28	39	3
PACIFIC	45,054	12,394	3,311	257	299	18,364	1,383	4,855	3,616	575
California	36,717	10,934	2,444	211	198	14,491	1,233	3,774	2,957	475
Oregon	2,823	669	154	5	9	1,390	9	383	184	20
Washington	5,514	791	713	41	92	2,483	141	698	475	80

1/ From Table 7, Retail Census.

Note.--Sales to other retailers include merchandise for their use, such as supplies and merchandise for resale, but do not include sales of trucks or sales to contractors such as plumbers, builders, etc.

WHOLESALE DISTRIBUTION: 1933

Table 6.— UNITED STATES MONTHLY EMPLOYMENT, BY KIND OF BUSINESS

For States and Cities of 500,000 Population and Over

State and City Kind of Business	Proprietors and firm members	Number and Proportion of Men and Women Employed			Employment	Average number of employees	Number of Employees—By Months											
		Men	Women				January	February	March	April	May	June	July	August	September	October	November	December
		Estimated average	Estimated average	Percent of total														
Total	94487	1003097	219823	17.8	Full-time	1096977	1046730	1043586	1057617	1049110	1069354	1076093	1088887	1116286	1150616	1167625	1164382	1161379
					Full-time ratio to average	100	95	95	96	96	97	98	99	102	105	106	106	106
					Part-time	125943	118529	118931	113772	115795	119320	120974	120867	125156	136559	140025	143471	140923
					Part-time ratio to average	100	94	93	90	92	95	96	96	99	108	111	114	112
Amusement and sporting goods	617	9277	6032	39.4	Full-time	14443	14077	13769	13637	13676	13986	14096	14278	14654	14877	15284	15427	15561
					Part-time	856	856	694	944	938	946	1011	953	701	751	787	795	847
Automotive products	3857	48262	7783	13.9	Full-time	54105	51613	51656	50920	51079	51900	53092	54265	55962	56907	57235	57283	57248
					Part-time	1939	1520	1642	1728	1744	1852	1987	2068	2199	2178	2053	2092	2103
Chemicals	1026	18589	5010	21.3	Full-time	22613	21624	21618	21812	21984	22424	22647	22791	22937	23211	23471	23499	23321
					Part-time	966	966	969	961	1035	903	946	917	927	941	966	938	1012
Clothing and furnishings	3443	21447	10970	33.8	Full-time	30298	28621	29097	27833	29589	29469	29470	29588	31178	32658	32632	31934	31437
					Part-time	2119	1934	2006	2241	2061	2144	2083	2028	2133	2046	2182	2362	2220
Coal	648	12271	1859	13.2	Full-time	12316	12307	12985	12852	11824	11407	11197	11278	11840	12272	12947	13274	13320
					Part-time	1814	2086	2128	1726	1811	1511	1590	1613	1682	1654	1963	1960	2049
Drugs and drug sundries	745	18119	7986	30.6	Full-time	25158	24730	24472	24545	24500	24451	24532	24921	25246	26767	26027	26208	26303
					Part-time	947	991	948	1131	1082	1086	1138	951	871	781	756	783	871
Dry goods	3835	36443	12513	25.6	Full-time	47994	45660	45814	45501	45777	46045	46843	47708	48447	49305	49292	49324	48998
					Part-time	1562	1272	1388	1447	1624	1568	1648	1607	1716	1633	1676	1546	1704
Electrical goods	1366	30852	7672	20.3	Full-time	37341	35971	35822	35680	35741	35942	36461	37318	38295	39047	39329	39169	39334
					Part-time	1363	1219	1208	1252	1278	1284	1319	1389	1438	1453	1453	1688	1617
Farm products—raw materials	10390	52654	9794	16.7	Full-time	45501	47761	46218	42018	40154	39892	39966	40853	44623	48535	51441	51537	53204
					Part-time	15947	20289	17377	15150	11977	12475	12959	13399	17447	19295	21319	20884	22758
Farm products—consumer goods	17350	140236	33272	19.2	Full-time	134056	124748	124999	126992	130867	132278	135139	132903	134506	139331	144487	143869	136586
					Part-time	39452	35141	35693	35578	37378	39503	39603	37695	36625	41660	43635	47577	43349
Farm supplies	3863	15676	3627	18.9	Full-time	17060	15577	16731	16898	18106	18708	18467	15986	16363	17306	18141	18073	16349
					Part-time	2142	1980	2089	2200	2290	2080	1979	1784	1980	2160	2346	2449	2322
Furniture and house furnishings	1680	15986	4613	22.1	Full-time	18640	17501	17550	17392	17672	17878	18066	18418	19222	19919	20196	20270	19936
					Part-time	1758	1618	1657	1640	1627	1673	1762	1795	1742	1836	1846	1866	1803
General merchandise	139	4622	1873	28.8	Full-time	5284	5787	5730	5674	5643	5649	5863	6169	6704	6927	7085	7107	7096
					Part-time	211	163	139	141	151	156	172	216	231	260	201	280	419
Groceries and foods (except farm products).	16335	200755	40760	16.9	Full-time	221609	212089	212037	212086	213532	215014	217019	219716	225450	232104	234792	233468	232023
					Part-time	19907	16187	16426	18037	18318	17525	18304	18926	19861	22310	23345	23301	22547
Hardware	726	25466	6716	16.3	Full-time	30110	29324	28607	28302	28451	28939	29707	30105	30827	31493	31778	31662	31909
					Part-time	1071	812	1318	1390	1425	1214	941	1044	943	949	941	915	966
Jewelry and optical goods	1450	8698	3043	25.1	Full-time	11145	10756	10691	10618	10591	10681	10788	10860	11142	11816	11854	12004	12142
					Part-time	494	442	465	470	458	491	619	558	508	493	499	453	577
Lumber and building materials (other than metal).	2088	30839	3862	10.5	Full-time	28736	26788	25648	26795	27471	28201	28912	29317	29832	30465	30497	30405	29630
					Part-time	5753	5339	5083	5511	5575	5637	5983	6006	6168	6028	6063	5861	6777
Machinery, equipment and supplies (except electrical).	4569	74832	15945	17.6	Full-time	84159	81455	81090	80827	81257	81567	82783	83586	85694	86978	88236	88128	88026
					Part-time	5618	6048	5952	6462	6474	7106	7079	6929	6837	6986	6651	6547	6352
Metals (except scrap)	750	16041	3667	16.9	Full-time	19582	17939	18025	17681	17656	17876	18938	19374	21113	21680	21881	21916	22117
					Part-time	2026	2136	2218	2408	2759	2905	2054	2328	1854	1636	1461	1445	1506
Paper and its products	1476	23426	7266	23.7	Full-time	29322	28724	28491	28359	28470	28508	28750	29110	29688	30132	30417	30463	30778
					Part-time	1386	1247	1245	1326	1321	1380	1345	1421	1479	1438	1390	1406	1444
Petroleum and its products	4838	107722	6629	5.8	Full-time	108979	104334	104586	104703	105568	106745	107419	108001	109767	113200	114081	114427	114916
					Part-time	5372	4512	4444	4258	4552	4893	5339	5525	6179	6546	6231	6092	5687
Plumbing and heating equipment and supplies.	614	17033	3222	15.9	Full-time	18617	18060	17830	17491	17550	17696	18097	18510	19019	19669	19936	19861	19584
					Part-time	1638	1650	1615	1598	1630	1751	1650	1547	1670	1624	1664	1597	1578
Tobacco and its products (except leaf).	1462	13759	2358	14.8	Full-time	15533	15064	15034	14960	15051	15178	15257	15494	15701	16966	16161	16224	16291
					Part-time	561	539	516	536	551	547	554	570	584	632	637	631	648
Waste materials	3661	12986	2586	16.4	Full-time	12683	10450	10548	10588	11121	12098	13044	13819	14486	14634	14247	13676	13586
					Part-time	2819	2371	2374	2502	2677	2752	2826	2998	3172	3284	3016	3039	2898
All other products	8920	45462	11909	20.8	Full-time	51170	44095	43440	43866	45870	49027	52511	54226	55779	56769	55205	54966	57496
					Part-time	6201	5114	5226	5079	5461	5928	6227	6497	6609	7010	6980	5865	7412

Census of American Business

WHOLESALE DISTRIBUTION: 1933

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	TOTAL					UNDER $10,000					$10,000 TO $49,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales					% of sales
WHOLESALE MERCHANTS--Total	79,032	$12,079,30	619,694	$1,872,853	15.5	16,439	$72,434	10,773	$25,719	35.5	27,008	$684,163	70,912	$175,576	25.7
Amusement and sporting goods	1,033	84,892	5,578	20,525	24.2	282	1,192	192	527	44.2	425	10,537	1,160	3,526	33.5
Cameras and motion picture equipment and supplies	74	2,642	53	833	31.5	20	85	14	29	34.1	43	1,118	128	362	32.4
Moving picture films	145	25,258	76	5,191	22.3	46	181	46	158	87.3	55	1,271	210	800	62.9
Sporting goods (general line)	174	20,095	1,898	5,630	28.0	21	107	15	39	36.4	79	2,198	205	670	30.5
Toys, novelties, and fireworks	390	22,811	1,732	5,190	22.8	102	406	52	142	35.0	175	4,236	448	1,241	29.3
All other	250	16,086	942	3,681	22.9	93	413	65	159	38.5	73	1,714	169	453	26.4
Automotive products	5,175	425,848	38,053	98,419	23.1	959	4,729	773	1,797	38.0	2,361	61,310	8,399	19,213	31.3
Automobiles and other motor vehicles	369	126,436	6,329	16,6[illegible]	13.2	31	175	25	50	28.6	85	2,144	265	677	31.6
Automotive equipment, accessories and parts	4,258	246,818	28,484	72,131	29.2	832	4,013	678	1,571	39.1	2,045	53,026	7,485	16,991	32.0
Tires and tubes	548	52,594	3,240	9,619	18.3	96	541	70	176	32.5	231	6,140	649	1,545	25.2
Chemicals	1,350	223,899	10,653	43,674	19.5	261	1,154	192	451	39.1	525	13,184	1,438	4,181	[illegible]
Industrial chemicals	146	58,799	1,802	7,776	13.2	9	58	10	23	39.7	23	631	96	[illegible]	30.0
Paints and varnishes	821	72,622	6,077	19,424	26.7	11	563	88	200	[illegible].3	386	9,8[illegible]	1,060	2,987	30.4
Chemicals except as specified	383	92,478	2,774	16,474	17.8	135	[illegible]	94	228	[illegible]	116	2,722	302	925	34.0
Clothing and furnishings	2,963	415,714	19,519	66,303	15.9	468	2,207	275	632	28.6	1,051	26,753	2,075	5,375	20.1
Clothing and furnishings (general line)	205	26,000	1,112	3,683	14.2	45	219	21	52	23.7	82	1,964	137	357	18.2
Clothing, men's and boys'	341	37,299	1,737	5,611	15.0	39	193	25	74	38.3	136	3,635	283	681	18.7
Clothing, women's and children's	639	118,137	5,090	17,879	15.1	70	291	36	84	28.9	166	4,395	407	957	21.8
Furnishings, (general line)	163	13,687	753	2,206	16.1	28	154	9	39	25.3	69	1,779	133	298	16.8
Furnishings, men's and boys'	494	45,161	2,730	8,550	18.9	110	489	64	120	24.5	201	4,688	396	912	19.5
Furnishings, women's and children's	230	20,066	1,054	3,616	18.0	44	229	25	76	33.2	105	2,444	230	589	24.1
Hosiery	189	24,373	821	2,786	11.4	26	145	26	39	26.9	70	1,876	126	292	15.6
Millinery and millinery supplies	336	33,925	2,067	6,143	18.1	62	302	32	94	31.1	132	3,480	214	883	25.4
Shoes and other footwear 1/	366	97,066	4,155	15,829	16.3	44	185	17	54	29.2	90	2,503	149	406	16.2
Coal	737	230,642	7,691	30,113	13.1	87	(X)	(X)	(X)	(X)	220	3,729	561	1,556	27.2
Drugs and drug sundries	1,124	348,234	18,970	58,976	16.9	295	1,261	245	545	43.2	279	6,900	866	2,132	30.9
Drugs (general line)	360	273,650	13,975	41,365	15.1	6	23	5	7	30.4	12	369	43	94	25.5
Drugs (specialty lines)	205	24,313	1,572	3,998	24.5	69	310	55	141	43.5	86	2,139	257	760	35.5
Patent medicines	94	6,197	370	1,435	23.2	35	155	36	67	43.2	29	733	74	260	35.3
Toilet articles and preparations	246	19,190	1,832	6,219	32.9	124	492	98	221	44.9	62	1,396	183	519	37.2
All other	219	24,704	1,221	3,859	15.6	61	281	51	109	38.8	90	2,263	309	499	22.1
Dry goods	3,291	825,020	33,484	114,853	13.9	411	2,130	236	631	29.6	992	26,450	1,920	5,137	19.4
Dry goods (general line)	313	260,770	14,909	41,660	16.0	37	235	27	85	36.2	109	2,965	200	610	20.6
Knit goods	281	53,483	2,467	8,566	16.0	25	137	17	44	32.1	73	2,103	144	383	18.2
Notions	614	58,207	4,013	11,855	20.4	120	623	93	188	30.1	239	6,116	596	1,275	20.8
Piece goods	1,421	419,699	10,518	47,597	11.3	127	561	50	133	23.7	363	9,974	622	1,869	18.7
All other	462	32,861	1,577	5,175	15.7	102	372	49	181	31.6	208	5,292	358	1,000	18.9
Electrical goods	2,078	271,491	20,033	60,674	22.3	356	1,651	257	621	37.6	674	16,961	2,089	5,257	31.0
Electrical appliances, equipment and supplies	1,524	187,650	13,517	40,747	21.7	259	1,241	197	476	38.4	505	12,797	1,581	3,903	30.5
Radios and radio equipment	400	36,262	2,636	8,522	23.5	87	344	48	119	34.6	144	3,543	420	1,115	31.5
Refrigerators	134	47,579	3,880	11,405	24.0	10	66	12	26	39.4	25	621	88	239	38.5
Farm products--raw materials	2,275	977,323	14,248	72,251	7.4	205	999	107	345	34.5	690	19,050	1,009	2,851	15.0
Cotton	234	239,825	1,423	16,622	6.4	9	46	3	10	21.7	32	1,001	19	41	4.1
Grain	729	302,738	4,848	21,616	7.1	39	178	17	50	28.1	241	7,185	315	811	11.3
Hides, skins, and furs (raw)	657	109,950	2,190	10,087	9.2	67	356	34	122	34.3	206	5,594	277	982	17.6
Livestock	146	23,235	356	1,198	5.2	18	72	13	27	37.5	65	1,542	51	219	14.2
Tobacco (leaf)	207	60,309	3,407	9,801	16.3	32	150	20	72	48.0	71	1,831	245	495	27.0
Wool and mohair	124	123,486	1,387	8,645	7.0	3	23	-	1	4.3	17	460	20	51	11.1
Farm products other than specified	178	97,780	637	4,282	4.4	37	174	20	63	36.2	58	1,437	82	252	17.5
Farm products--consumer goods	9,996	1,561,670	77,143	227,932	14.6	1,593	7,527	773	2,083	27.7	3,229	82,705	6,649	16,060	19.4
Dairy products (general line)	1,077	180,738	18,454	57,047	31.6	103	533	81	206	38.6	373	10,323	1,501	3,327	32.2
Butter	118	15,963	465	1,471	9.2	9	40	5	10	25.0	47	1,282	64	182	14.2
Cheese	134	37,310	949	4,306	11.5	12	60	6	17	28.3	30	741	46	134	18.1
Milk and cream	470	45,607	4,643	14,543	31.9	153	661	126	330	49.9	145	3,397	513	1,288	37.9
All other dairy products	336	39,747	3,567	10,884	27.4	66	381	57	158	41.5	137	3,357	482	1,317	39.2
Poultry and poultry products	1,445	159,569	5,251	15,849	9.9	319	1,488	112	344	23.1	534	13,663	776	2,001	14.6
Dairy and poultry products	1,045	272,400	10,826	33,140	12.2	111	515	67	97	18.6	318	8,611	478	1,085	12.6
Fruits and vegetables (fresh)	5,261	793,933	31,951	88,636	11.2	786	3,718	296	882	23.7	1,610	40,479	2,693	6,588	16.3
All other	110	16,383	1,037	2,066	12.6	34	131	23	39	29.8	35	852	96	138	16.2
Farm supplies	1,708	239,639	12,606	37,290	15.6	219	1,073	135	297	27.7	660	17,640	1,276	3,067	17.4
Feed	1,142	124,568	5,323	18,112	14.3	168	796	104	207	26.0	472	12,164	820	1,847	15.2
Fertilizer	110	39,424	348	3,170	8.0	17	83	7	31	37.3	43	1,124	105	297	25.5
Seeds	373	60,397	5,967	13,425	22.2	30	167	23	45	26.9	120	2,157	244	591	27.4
All other	83	15,250	768	2,583	16.9	4	27	1	14	51.9	25	2,195	107	342	15.6
Furniture and house furnishings	1,747	170,770	13,022	38,748	22.7	478	2,011	313	778	38.7	615	14,477	1,672	4,458	30.8
China, glassware and crockery	204	18,472	1,478	4,832	26.2	37	164	27	65	39.6	84	1,921	217	563	29.3
Floor coverings	230	47,318	1,867	7,210	15.2	20	63	3	29	46.0	67	1,761	115	409	23.2
Furniture	370	31,945	3,062	7,673	24.0	114	496	66	194	39.1	123	2,819	378	856	30.4
House furn'gs. (except as specified)	843	59,456	4,616	13,265	22.3	294	1,224	199	468	38.2	306	7,056	827	2,236	31.7
Musical instruments & sheet music	100	13,579	2,005	5,768	42.5	13	64	18	22	34.4	35	920	135	394	42.8

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	TOTAL					UNDER $10,000					$10,000 TO $49,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS (continued)															
General merchandise	93	$137,386	5,575	$12,737	9.3	1	(X)	(X)	(X)	(X)	25	$841	47	$100	11.9
Groceries and foods	16,757	2,978,358	137,712	387,319	13.0	3,799	$15,7	2,599	$8,841	37.2	4,659	117,534	12,378	28,579	24.3
Groceries (general line)	3,434	1,360,871	53,970	126,230	9.3	58		33	69	22.9	218	6,340	463	937	14.8
Confectionery and soft drinks	3,255	183,644	13,592	34,740	18.9	915	2,166	633	1,688	40.5	1,416	34,712	3,627	9,114	26.3
Fish and sea foods	1,685	105,275	8,780	27,348	26.0	656	2,420	496	1,036	42.8	527	13,220	1,793	4,181	31.6
Meats and meat products	2,186	359,824	17,760	51,473	14.3	300	1,330	137	344	25.9	698	17,895	1,554	3,706	20.7
Other food and grocery specialties	6,197	968,744	43,610	147,528	15.2	1,870	7,499	1,301	2,704	36.1	1,800	45,367	4,921	10,641	23.5
Hardware	1,163	340,842	28,359	73,118	21.5										
Hardware (general line)	695	302,108	25,264	64,306	21.3		464	64	159	34.3	312	8,603	923	2,333	27.1
Hardware (specialty lines)	468	38,734	3,095	8,813	22.8	10	60	5	16	26.7	87	2,807	312	762	27.1
						84	404	59	143	35.4	225	5,796	611	1,571	27.1
Jewelry and optical goods	1,627	103,310	7,927	24,417	23.6										
Jewelry (general line)	660	38,701	2,667	8,547	22.1	412	1,964	269	719	36.8	736	18,228	2,163	5,616	30.8
Clocks and watches	146	14,964	639	2,993	20.0	201	915	106	298	32.6	293	7,174	612	1,847	25.7
Gems and other precious stones	222	14,412	449	1,927	13.4	50	218	39	102	46.8	52	1,036	106	279	26.9
Di[illegible]ies	294	18,153	1,352	4,250	23.4	28	141	9	47	33.3	108	2,868	170	586	20.4
Other jewelry specia[illegible]	305	17,080	2,820	6,700	39.2	97	443	65	165	37.2	108	2,560	308	805	31.4
Optical goods						36	237	50	107	45.1	175	4,590	967	2,099	45.7
Lumber & bld'g mtr'ls (other than metal)	2,385	234,657	20,247	59,660	25.4	383	1,800	324	819	45.5	903	23,582	3,096	7,986	33.9
Lumber and millwork	906	105,422	8,296	23,184	22.0	114	556	104	231	41.5	310	8,275	1,145	2,648	32.0
Bldg.mtr'ls, except lumber & millwork	1,480	129,235	11,951	36,476	28.2	269	1,244	220	588	47.3	593	15,307	1,951	5,340	34.9
Machinery, eqp't.& s'ple (except elect'l)	6,864	480,301	39,920	120,791	25.1	1,225	6,814	1,138	2,461	42.3	2,388	60,430	7,517	19,671	32.6
Commercial machinery,eqp't & supplies	864	44,332	4,695	13,160	29.7	228	1,182	210	513	43.4	388	9,533	1,268	3,117	32.7
Office	181	8,446	1,074	2,700	32.0	36	210	43	103	49.0	92	2,237	377	814	36.4
Store	159	6,315	602	1,713	32.2	49	229	47	121	52.8	77	1,762	243	597	33.9
All other	524	30,571	3,019	8,747	28.6	144	743	120	289	38.9	219	5,534	648	1,705	30.8
Construction machinery,eqp't & s'ple.	214	20,891	1,466	5,348	26.6	24	93	36	82	88.2	69	1,880	200	549	34.5
Farm and dairy machinery and eqp't	265	23,098	1,657	5,453	23.6	41	136	23	54	39.7	103	2,593	271	703	27.1
Industrial machinery,eqp't & s'pls.	2,447	255,223	18,077	56,546	22.2	436	1,987	487	866	43.6	940	23,824	2,723	7,602	31.9
Mill and mine supplies (general line)	990	150,087	9,871	30,042	20.0	82	400	66	179	44.8	330	8,770	881	2,349	26.8
Industrial machinery,eqp't.& supplies except mill and mine supplies	1,457	105,136	8,206	26,604	25.3	354	1,587	421	687	43.3	610	15,054	1,842	5,253	34.9
Professional equipment and supplies	749	57,029	6,307	17,530	30.7	153	684	117	326	47.7	302	7,928	1,048	2,645	33.4
Dental	265	21,787	2,489	7,237	33.2	51	214	27	85	39.7	93	2,475	337	760	30.7
Surgical, medical and hospital	199	13,594	1,383	4,238	31.2	46	187	34	98	52.4	83	2,241	281	771	34.4
All other	285	21,648	2,436	6,055	28.0	66	283	56	143	50.5	126	3,212	430	1,114	34.7
Service equipment and supplies	1,087	59,490	6,154	17,343	29.2	309	1,562	249	557	35.7	478	11,841	1,687	4,030	34.0
Barber and beauty parlor	582	23,945	3,039	7,922	33.1	179	835	131	298	35.7	260	6,324	958	2,154	34.2
Laundry	93	12,469	704	2,675	21.5	12	54	12	29	53.7	30	760	67	226	29.7
All other	412	23,076	2,411	6,746	29.2	118	673	106	230	34.2	188	4,757	662	1,640	34.5
Transportation equipment and supplies	238	20,238	1,564	5,311	26.2	34	170	16	63	37.1	108	2,831	320	925	32.7
Metals (except scrap)	738	132,085	7,840	24,189	18.3	160	699	92	311	44.5	213	5,228	626	1,684	32.2
Iron and steel (except scrap)	419	70,954	6,436	17,063	24.0	63	284	46	125	44.0	127	3,014	334	995	33.0
Metals except iron and steel	319	61,131	2,405	7,096	11.6	97	415	46	186	44.8	86	2,214	292	689	31.1
Paper and its products	2,174	321,306	23,229	68,032	21.2	288	1,380	190	474	34.3	738	18,852	2,147	5,440	28.9
Paper & its products (general line)	642	177,167	11,996	35,393	20.0	15	59	12	17	28.8	94	2,661	309	634	23.8
Paper & its products (specialty lines)	878	105,792	7,063	20,559	19.4	153	708	81	204	28.8	321	8,151	885	2,025	24.8
Stationery and stationery supplies	340	24,156	2,561	6,495	26.9	71	349	52	123	35.2	151	3,664	442	1,073	29.3
Wall paper	314	14,192	1,609	5,585	39.4	51	264	45	130	49.2	172	4,376	511	1,708	39.0
Petroleum and its products	1,749	214,273	9,758	37,791	17.6	329	1,478	216	509	34.4	756	19,633	1,716	4,864	24.8
Plumbing & heating eqp't & supplies	1,429	141,484	11,210	35,674	25.2	173	823	115	377	45.8	524	14,038	1,497	4,146	29.5
Plumbing & heating eqp't (gen'l line)	770	90,294	7,377	22,518	24.9	43	236	27	75	31.9	191	5,671	568	1,511	26.6
Other plumbing & heating eqp't & s'ple.	659	51,190	3,833	13,156	25.7	130	588	88	302	51.4	333	8,367	929	2,634	31.6
Tobacco and its products (except leaf)	1,625	511,647	10,522	32,988	6.4	153	630	61	142	22.5	308	8,086	449	1,096	13.6
Waste materials	3,343	155,661	12,298	23,263	18.2	1,790	6,183	1,088	2,348	38.0	981	21,751	2,851	5,782	26.6
Iron and steel scrap	736	52,195	3,249	8,972	17.2	316	1,139	193	458	40.2	238	6,364	655	1,559	24.1
Junk and scrap (general line)	1,897	63,676	5,002	11,467	18.0	1,139	3,789	646	1,407	37.1	521	11,298	1,392	2,814	24.1
Waste paper, rags and rubber	710	39,790	4,047	7,844	19.7	335	1,255	249	483	38.5	222	5,089	814	1,409	27.7
All other products	6,608	552,849	34,097	98,126	17.7	2,018	9,097	1,059	2,700	29.7	2,744	65,651	6,378	15,547	23.7
Beer	1,926	87,009	3,909	15,437	17.7	704	3,196	296	812	25.4	935	21,023	1,322	3,945	18.8
Bags,bagging, cordage & twine	212	34,570	2,346	4,044	11.7	51	253	48	80	31.6	76	1,970	343	486	24.7
Flowers and nursery stock	610	17,730	1,703	4,979	28.1	337	1,346	133	417	31.0	173	3,989	566	1,391	34.9
Forest products (except lumber)	354	40,731	1,695	5,342	13.1	127	561	114	208	37.1	132	3,119	546	1,055	33.8
Leather	304	52,941	1,405	5,259	9.9	49	256	25	76	29.7	117	2,906	220	545	18.8
Leather goods	658	34,777	2,448	6,894	19.8	147	707	83	209	29.6	300	7,370	589	1,663	22.6
Newspapers, books and magazines	604	90,405	9,268	22,280	24.6	72	355	39	105	29.6	231	6,981	574	1,126	16.8
Oils and greases (animal & vegetable)	75	25,508	1,951	5,747	22.5	5	(X)	(X)	(X)	(X)	16	403	66	161	40.0
Rubber, crude	25	28,424	213	1,306	4.6						6	63	15	24	38.1
Wines and spiritous liquors	660	38,148	1,627	5,880	15.4	203	828	94	206	24.9	268	6,676	435	1,347	20.2
Yarn	63	16,188	372	1,516	10.0	7	(X)	(X)	(X)	(X)	10	280	16	51	22.2
Miscellaneous kinds of business	1,117	87,436	6,960	19,443	22.2	316	1,539	217	561	36.5	481	11,921	1,596	3,753	31.5

Census of American Business

WHOLESALE DISTRIBUTION: 1933

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	$50,000 TO $99,999					$100,000 TO $199,999					$200,000 TO $299,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS-Total (continued)	12,498	$881,309	73,074	$186,994	21.2	10,008	$1,398,186	94,755	$266,536	19.0	4,342	$1,063,444	61,163	$180,725	17.0
Amusement and sporting goods	148	10,274	843	3,050	29.7	108	14,651	1,129	3,801	25.9	32	7,952	490	1,969	24.8
Cameras and motion picture equipment and supplies	6	418	34	111	26.6	2	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)
Moving picture films	24	1,642	181	848	51.6	9	(X)	(X)	(X)	(X)	6	(X)	(X)	(X)	(X)
Sporting goods (general line)	29	2,080	198	643	30.9	18	2,380	215	608	25.5	11	2,821	196	740	26.2
Toys, novelties, and fireworks	46	3,112	220	669	21.5	50	6,567	565	1,648	25.1	7	1,658	111	298	18.0
All other	43	3,022	210	779	25.8	29	4,232	207	930	22.0	6	1,543	74	301	19.5
Automotive products	934	64,123	7,638	18,815	29.3	826	72,139	7,302	19,505	27.0	162	39,071	3,459	9,384	24.0
Automobiles and other motor vehicles	63	4,450	372	912	20.5	59	8,536	552	1,291	15.1	37	9,062	561	1,269	14.0
Automotive equipment, accessories and parts	751	51,336	6,454	15,742	30.7	406	55,069	6,079	16,254	29.5	109	25,700	2,553	7,137	27.8
Tires and tubes	120	8,337	812	2,161	25.9	61	8,534	671	1,960	23.0	16	4,309	345	978	22.7
Chemicals	235	16,789	1,515	4,661	27.8	154	21,951	1,766	6,091	27.7	41	9,940	615	2,411	24.3
Industrial chemicals	31	2,373	167	492	20.7	25	3,649	218	803	22.0	9	2,154	82	335	15.6
Paints and varnishes	158	11,151	1,060	3,332	29.9	99	14,198	1,291	4,237	29.8	21	5,097	477	1,624	31.9
Chemicals except as specified	46	3,265	288	837	25.6	30	4,104	257	1,051	25.6	11	2,689	57	452	16.8
Clothing and furnishings	506	35,924	2,517	6,598	18.4	396	65,866	3,121	9,213	16.5	238	63,634	3,013	9,672	15.2
Clothing and furnishings (general line)	29	1,980	130	366	18.5	20	3,371	152	442	13.1	12	2,932	88	363	12.4
Clothing, men's and boys'	76	5,420	412	1,063	19.6	51	7,251	316	980	13.5	15	3,683	188	681	18.5
Clothing, women's and children's	114	7,973	616	1,411	17.7	101	14,189	801	2,384	16.8	68	16,463	698	2,551	15.5
Furnishings (general line)	30	2,025	153	369	18.2	26	2,989	207	562	18.6	1	(X)	(X)	(X)	(X)
Furnishings, men's and boys'	80	5,752	402	1,114	19.4	48	7,098	520	1,313	18.5	24	5,745	334	1,029	17.9
Furnishings, women's and children's	28	1,930	145	356	18.0	31	4,261	271	869	20.4	6	(X)	(X)	(X)	(X)
Hosiery	34	2,385	113	329	13.8	27	3,788	126	435	11.5	15	3,746	131	398	10.4
Millinery and millinery supplies	58	4,138	454	966	23.3	35	4,772	380	1,072	22.5	25	6,084	314	1,028	16.9
Shoes and other footwear	57	4,171	192	624	15.0	57	8,147	348	1,156	14.2	72	23,218	1,145	3,269	14.1
Coal	115	8,367	614	2,044	24.4	131	19,093	1,286	3,536	18.5	43	10,476	428	1,843	17.6
Drugs and drug sundries	132	9,194	860	2,486	27.0	84	11,723	908	2,852	24.3	74	17,989	1,542	3,671	20.4
Drugs (general line)	40	2,917	268	686	23.5	42	5,998	463	1,309	21.8	47	11,477	1,019	1,774	15.6
Drugs (specialty lines)	22	1,376	126	392	28.5	9	1,278	83	309	24.2	6	1,458	104	376	25.8
Patent medicines	13	892	85	344	38.6	9	1,169	63	270	23.1	3	671	32	260	38.7
Toilet articles and preparations	23	1,591	178	579	36.4	12	1,755	206	687	39.1	10	2,393	249	756	31.6
All other	34	2,418	203	485	20.1	12	1,523	93	277	18.2	8	1,990	138	505	25.4
Dry goods	564	39,529	2,336	6,843	17.3	488	69,076	3,257	10,468	15.2	231	55,093	2,270	8,306	15.1
Dry goods (general line)	100	6,938	369	1,012	14.6	84	11,900	578	1,719	14.4	40	9,298	528	1,704	18.3
Knit goods	56	3,968	208	666	16.8	54	7,338	376	1,073	14.6	25	5,863	232	833	14.2
Notions	121	8,541	735	1,764	20.7	65	9,027	591	1,645	18.2	26	6,152	546	1,489	24.2
Piece goods	222	15,682	771	2,614	16.7	231	33,387	1,307	4,736	14.2	129	31,096	881	3,970	12.8
All other	65	4,400	253	787	17.9	54	7,424	405	1,295	17.4	11	2,684	83	310	11.5
Electrical goods	356	24,981	2,372	6,530	26.1	318	44,814	3,267	9,696	21.6	135	32,753	2,087	6,498	20.2
Electrical appliances, equipment and supplies	273	19,093	1,724	4,922	25.8	233	32,967	2,268	6,781	20.6	97	23,076	1,467	4,512	19.6
Radios and radio equipment	59	4,137	379	1,059	25.6	61	8,624	651	1,921	22.3	19	4,450	318	977	22.0
Refrigerators	24	1,751	269	549	31.4	24	3,223	348	994	30.8	19	4,627	302	1,009	21.8
Farm products-raw materials	431	29,710	1,067	3,317	11.2	333	45,575	1,659	5,102	11.2	116	30,491	848	3,072	10.1
Cotton	38	2,693	43	112	4.2	33	4,725	93	264	5.6	12	2,941	35	114	3.9
Grain	164	11,399	391	1,026	9.0	103	13,738	440	1,403	10.2	36	8,755	285	985	11.3
Hides, skins, and furs (raw)	140	9,636	344	1,256	13.0	123	16,921	484	1,825	10.8	36	8,548	157	764	8.9
Livestock	26	1,722	49	203	11.8	15	2,086	71	204	9.8	5	1,213	36	124	10.2
Tobacco (leaf)	25	1,658	127	365	22.0	28	3,856	391	845	21.9	10	4,337	235	740	17.1
Wool and mohair	14	953	36	125	13.1	13	1,883	121	286	15.2	9	2,540	57	156	6.1
Farm products other than specified	24	1,649	77	230	13.9	18	2,366	59	275	11.6	8	2,157	43	189	8.8
Farm products-consumer goods	1,709	121,987	9,624	21,705	17.8	1,515	208,184	12,959	34,388	16.5	664	160,533	8,534	24,785	15.4
Dairy products (general line)	225	16,297	2,114	5,202	31.9	172	23,583	2,973	7,932	33.6	64	15,521	1,801	5,228	33.7
Butter	27	1,718	78	221	12.9	16	2,155	115	276	12.8	5	1,124	41	160	14.2
Cheese	13	958	75	107	11.2	26	3,901	108	485	12.4	18	4,550	108	490	10.8
Milk and cream	61	4,402	534	1,289	29.3	50	7,290	923	2,817	38.6	20	4,628	369	1,236	26.7
All other dairy products	54	3,707	413	1,453	39.2	40	5,384	651	2,151	40.0	16	3,726	459	1,473	39.5
Poultry and poultry products	220	15,453	739	2,044	13.2	169	22,648	954	2,529	11.1	91	21,514	714	2,264	10.5
Dairy and poultry products	178	12,737	792	1,838	14.4	159	22,744	1,096	3,174	14.0	68	16,278	748	2,046	12.6
Fruits and vegetables (fresh)	925	66,184	4,843	9,480	14.3	868	118,085	5,876	14,590	12.4	374	91,213	4,210	11,562	12.7
All other	6	531	37	71	13.4	15	2,194	263	434	19.8	8	1,979	84	326	16.5
Farm supplies	360	25,062	1,575	4,234	16.9	228	31,185	1,918	5,485	17.6	84	19,866	1,442	4,171	21.0
Feed	251	17,336	965	2,253	13.0	136	19,822	975	2,753	13.9	45	10,517	478	1,506	14.3
Fertilizer	17	1,220	76	305	25.0	10	1,339	92	225	16.8	2	491	3	8	1.6
Seeds	78	5,601	462	1,470	26.2	62	8,267	753	2,183	26.4	33	8,035	894	2,437	30.3
All other	14	905	72	206	22.8	20	1,757	98	324	18.4	4	823	67	220	26.7
Furniture and house furnishings	232	16,700	1,484	4,349	26.0	212	29,504	2,354	6,986	23.7	82	19,993	1,269	3,991	20.0
China, glassware and crockery	31	2,191	183	584	26.7	30	4,327	450	1,255	29.0	10	2,417	203	688	28.5
Floor coverings	34	2,424	131	443	18.3	50	7,296	264	1,177	16.1	17	4,111	149	561	13.6
Furniture	57	4,105	422	1,197	29.2	38	5,064	435	1,310	25.9	20	4,848	347	1,089	22.5
House furn'gs. (except as specified)	89	6,468	590	1,583	24.5	79	10,757	926	2,499	23.2	33	8,102	537	1,544	19.1
Musical instruments & sheet music	21	1,512	158	542	35.8	15	2,060	279	745	36.2	2	515	33	109	21.2

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	$50,000 TO $99,999					$100,000 TO $199,999					$200,000 TO $299,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS (continued)															
General merchandise	20	$1,413	73	$189	13.4	15	$2,167	97	$243	11.2	6	$1,341	86	$235	17.6
Groceries and foods (except farm products)	2,346	167,542	12,880	25,445	15.2	2,263	322,391	18,456	46,518	14.4	1,141	281,616	15,380	36,620	13.0
Groceries (general line)	377	28,641	1,375	2,954	10.3	836	121,592	5,156	11,721	9.7	544	134,290	5,278	12,642	9.4
Confectionery and soft drinks	500	34,252	3,034	7,563	22.1	258	35,542	2,639	6,507	18.3	80	19,052	1,210	5,211	15.9
Fish and sea foods	239	16,740	1,970	5,000	29.9	128	17,779	1,174	4,409	24.8	52	13,893	901	3,474	25.0
Meats and meat products	372	26,598	1,908	4,738	17.8	358	50,797	3,086	9,045	17.8	156	37,433	1,920	6,728	18.0
Other food and grocery specialties	858	61,311	4,595	5,190	8.5	683	96,681	6,401	14,836	15.3	309	75,948	4,071	11,465	14.9
Hardware	194	13,783	1,460	3,451	25.0	184	26,277	2,456	6,368	24.2	115	27,757	2,374	6,403	23.1
Hardware (general line)	125	9,062	989	2,181	24.1	141	20,168	1,947	4,858	24.1	90	21,903	1,911	5,018	22.9
Hardware (specialty lines)	69	4,731	471	1,270	26.8	43	6,109	509	1,510	24.7	25	5,854	463	1,385	23.7
Jewelry and optical goods	234	15,757	1,363	3,990	25.3	153	20,359	1,707	5,274	25.9	39	9,637	647	1,887	19.6
Jewelry (general line)	75	4,858	308	1,113	22.9	57	7,716	527	1,816	23.5	13	3,467	253	653	18.8
Clocks and watches	17	1,198	81	377	31.5	12	1,611	96	365	22.7	3	643	34	136	21.2
Diamonds and other precious stones	42	2,752	64	286	10.4	29	3,741	98	486	13.0	9	2,268	37	164	7.2
Other jewelry specialties	52	3,550	292	842	23.7	22	2,928	209	724	24.7	7	1,642	98	363	22.1
Optical goods	50	3,399	618	1,372	40.4	33	4,363	777	1,883	43.2	7	1,617	225	571	35.3
Lumber & bld'g mtr'ls (other than metal)	445	31,166	3,349	9,123	29.3	361	49,630	4,536	13,581	27.4	121	28,842	2,317	7,641	26.5
Lumber and millwork	178	12,690	1,365	3,462	27.3	152	20,736	1,825	5,191	25.0	61	14,615	1,102	3,415	23.4
Bldg. mtr'ls, except lumber & millwork	267	18,476	1,983	5,661	30.5	209	28,894	2,711	8,390	29.0	60	14,227	1,215	4,226	29.7
Machinery, eqp't.& s'ple.(except elect'l)	1,044	73,421	7,176	20,714	28.2	679	93,355	7,955	23,880	25.6	237	57,691	4,624	14,507	25.1
Commercial machinery, eqp't.& s'pls.	141	9,655	1,103	3,099	32.1	66	8,864	861	2,406	27.1	20	4,558	427	1,403	30.8
Office	34	2,401	342	882	36.7	17	2,332	219	610	26.2	1	(X)	(X)	(X)	(X)
Store	23	1,579	147	425	26.9	5	766	57	220	28.7	3	(X)	(X)	(X)	(X)
All other	84	5,675	614	1,792	31.6	43	5,766	585	1,576	27.3	16	3,695	336	1,148	31.1
Construction machinery, eqp't & s'pls	62	4,280	376	1,273	29.7	37	4,903	295	1,108	22.6	12	2,905	215	726	25.0
Farm and dairy machinery and eqp't	47	3,581	314	1,018	28.4	41	5,548	364	1,147	20.7	20	4,821	330	1,018	21.1
Industrial machinery, eqp't. & s'pls.	458	32,510	2,805	8,666	26.7	317	44,718	3,521	10,865	24.3	122	30,251	2,049	6,785	22.4
Mill and mine supplies (general line)	217	15,271	1,211	3,668	24.0	159	24,131	1,719	5,081	21.1	73	18,211	1,249	3,785	20.8
Industrial machinery, eqp't.& supplies except mill and mine supplies	241	17,239	1,594	4,998	29.0	148	20,587	1,802	5,784	28.1	49	12,040	800	2,998	24.9
Professional equipment and supplies	142	9,935	1,150	2,489	25.1	93	12,184	1,385	3,947	32.4	33	8,081	966	2,625	32.7
Dental	58	4,007	459	1,172	29.2	41	6,363	655	1,586	31.4	14	3,454	469	1,202	34.8
Surgical, medical and hospital	34	2,394	235	694	29.0	21	2,781	282	992	35.7	8	1,954	222	658	33.7
All other	50	3,534	446	623	17.6	31	4,040	449	1,269	31.4	11	2,613	275	765	29.3
Service equipment and supplies	152	10,638	1,159	3,329	31.3	95	13,076	1,242	3,407	26.1	18	4,429	418	1,228	27.7
Barber and beauty parlor	89	6,087	720	2,009	33.0	39	5,433	630	1,654	30.4	5	1,300	145	409	31.5
Laundry	16	1,134	63	262	23.1	16	2,342	147	509	21.7	7	1,693	94	330	19.5
All other	47	3,417	356	1,058	31.0	40	5,301	465	1,244	23.5	6	1,436	179	489	34.1
Transportation equipment & supplies	42	2,822	289	840	29.8	30	4,062	286	1,000	24.6	12	2,706	219	724	26.8
Metals (except scrap)	104	6,593	643	2,081	31.6	113	16,050	1,165	3,905	24.3	54	12,888	998	2,935	22.5
Iron and steel (except scrap)	69	3,993	409	1,445	36.2	55	8,963	673	2,525	28.2	33	6,049	588	1,943	24.1
Metals except iron and steel	35	2,600	234	636	24.5	47	7,087	492	1,380	19.5	21	4,839	410	963	19.9
Paper and its products	373	26,717	2,544	6,881	25.8	345	48,243	3,868	11,375	23.6	169	40,971	3,072	9,526	23.3
Paper & its products (general line)	100	7,364	594	1,524	20.6	169	24,369	1,865	5,3[illegible]	21.9	97	23,476	1,577	5,029	21.4
Paper & its products (specialty lines)	151	10,588	955	2,480	23.2	122	16,346	1,300	3,727	22.8	56	13,689	1,074	3,196	23.3
Stationery and stationery supplies	65	4,698	565	1,344	28.6	27	4,008	332	970	24.2	15	3,017	337	973	32.3
Wall paper	57	3,947	420	1,533	38.8	27	3,520	371	1,336	38.0	3	789	84	328	41.6
Petroleum and its products	308	21,565	1,548	4,920	22.8	193	26,758	1,592	5,547	20.7	54	12,651	692	2,486	19.8
Plumbing & heating eqp't & supplies	335	23,871	2,133	6,425	26.9	230	31,563	2,572	8,422	26.6	75	18,107	1,477	4,875	26.9
Plumbing & heating eqp't (gen'l line)	239	17,460	1,493	4,500	25.8	182	25,344	2,021	6,524	25.7	58	13,860	1,092	3,428	24.7
Other plumbing & heating eqp't & s'pls	96	6,411	640	1,925	30.0	48	6,309	651	1,898	30.1	17	4,247	385	1,447	34.1
Tobacco and its products (except leaf)	231	16,253	528	1,227	7.5	301	43,305	1,141	2,994	6.7	208	50,844	1,286	3,218	6.3
Waste materials	255	17,739	2,023	4,257	24.0	163	22,460	2,297	4,866	21.7	67	15,884	1,224	2,976	18.7
Iron and steel scrap	85	5,800	577	1,513	26.1	55	7,548	716	1,691	22.4	15	3,598	318	712	19.3
Junk and scrap (general line)	114	7,913	827	1,712	21.6	58	7,860	652	1,554	19.8	30	7,340	580	1,315	17.9
Waste paper, rags and rubber	56	4,026	619	1,032	25.6	50	7,052	929	1,621	23.0	21	4,946	326	948	19.6
All other products	887	62,948	4,909	13,659	21.7	515	71,777	5,987	15,540	21.7	155	36,124	3,000	7,772	20.4
Beer	169	12,758	725	2,227	17.5	60	8,165	513	1,153	14.1	17	4,313	363	836	19.4
Bags and bagging, cordage and twine	34	2,459	322	557	22.7	24	3,312	295	529	16.0	9	2,303	156	319	13.9
Flowers and nursery stock	48	3,383	386	1,043	30.8	39	5,103	396	1,293	25.3	8	1,966	126	435	22.0
Forest products (except lumber)	44	3,058	273	735	24.0	31	4,733	370	1,223	25.6	4	959	236	390	40.7
Leather	52	3,685	223	654	17.7	36	4,759	195	688	14.5	16	3,994	110	461	11.5
Leather goods	124	8,599	555	1,833	21.3	61	8,027	543	1,611	20.1	13	3,027	190	623	20.6
Newspapers, books and magazines	118	8,116	805	1,542	19.0	97	13,799	2,092	[illegible]	27.4	28	6,571	950	1,834	27.9
Oils and greases (animal & vegetable)	10	664	74	202	30.4	11	1,702	150	365	21.4	6	1,619	131	367	23.5
Rubber, crude	-	-	-	-	-	4	490	12	35	7.1	1	(X)	(X)	(X)	(X)
Wines and spiritous liquors	96	6,670	302	1,012	15.2	57	7,648	331	1,257	16.4	18	4,179	188	777	18.6
Yarn	14	1,613	40	177	9.8	14	1,994	60	231	11.6	3	(X)	(X)	(X)	(X)
Miscellaneous kinds of business	158	11,743	1,093	3,679	31.3	81	12,045	[illegible]	[illegible]	27.9	32	8,285	504	1,654	20.0

TABLE 7.--WHOLESALE MERCHANTS AND MANUFA... SALES BRANCHES, BY S...

(All value ... thousands of dollars)

Type of Establishment Kind of Business	$300,000 TO $499,999					$500,000 TO 999					Total	
	Number of establishments	Net sales	Average number of full-time employees	Total expenses: Amount	Total expenses: % of sales	Number of establishments	Net sales	Average number of full-time employees	Total expenses: Amount	Total expenses: % of sales	Amount	% of value
WHOLESALE MERCHANTS-Total (continued)	3,994	$1,522,217	77,5 2	$221, 9	14.6	2 916	...	...	...	...	3, 6	13.4
Amusement and sporting goods	20	7,705	619	2,0 2	27 2	...	...	...	...	...	1 347	19.8
Cameras and motion picture equipment and supplies	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-
Moving picture films	1	(X)	(X)	(X)	(X)	-	-	-	-	-	X	(X)
Sporting goods (general line)	12	4,895	470	1,4	2 1	...	...	...	...	...	(X)	(X)
Toys, novelties and fireworks	5	1,723	80	331	1 2	3	7	X			(X)	(X)
All other	1	(X)	(X)	(X)	(X)	4	2				X)	(X)
Automotive products	123	46,883	3,998	1,165	23.8	67	...	...	...	...	8 3	11.6
Automobiles and other motor vehicles	30	12,300	867	2,157	17.5	3	...	...	...	...	2, 70	9.8
Automotive equipment, accessories and parts	78	28,991	2,8 2	8,1	2 1	...	...	...	...	...	...	(X)
Tires and tubes	16	6,592	279	871	15.6	3	6,	...	...	...	(X)	(X)
Chemicals	60	18,835	1,182	...	5	43	...	...	...	...	...	17.5
Industrial chemicals	16	6,008	311	1,0	16.4	9	...	...	...	...	,6 5	11.8
Paints and varnishes	24	8,893	78	2,5	28.7	3	...	...	...	...	1,866	32.1
Chemicals except as specified	10	3,934	90	582	14.8	5	...	...	...	...	2,940	17.2
Clothing and furnishings	135	61,736	2,0 7	7,950	15.4	114	77	...	...	...	,11	15.
Clothing and furnishing (general line)	7	2,425	125	352	14.5	6	...	...	...	...	(X)	(X)
Clothing, men's and boys'	9	3,501	127	531	15.2	12	8.	...	...	...	X)	(X)
Clothing, women's and children's	64	24,835	1,031	3,925	15.8	43	...	...	...	...	, 77	13.6
Furnishings (general line)	3	1,007	46	132	13.1	4	2	...	...	...	(X)	(X)
Furnishings, men's and boys'	18	6,928	242	1,100	16.9	7	4	...	...	...	(X)	(X)
Furnishings, women's and children's	10	3,904	130	566	14.2	3	78	...	...	...	(X)	(X)
Hosiery	8	3,004	80	313	10.4	5	3,	...	...	...	(X)	(X)
Millinery and millinery supplies	16	6,132	306	,041	17.0	9	3 2	...	...	...	...	(X)
Shoes and other footwear	-	-	-	-	-	2	2	...	...	...	,8	13.6
Coal	45	17,732	842	3,34	18.8	35	3	...	...	...	...	13.0
Drugs and drug sundries	69	26,377	1,531	4	16.5	101	1.	...	...	...	3,947	18.9
Drugs (general line)	54	20,721	1,174	3,047	14.7	83	56	...	...	...	0,435	16.8
Drugs (specialty lines)	4	1,391	130	377	27.1	2	2	...	...	...	X)	(X)
Patent medicines	2	801	18		14.2	3	7	...	...	...	-	-
Toilet articles and preparations	6	2,050	55	664	32.3	6	4	...	...	...	,639	30.8
All other	4	1,414	34	167	11.8	5	4	...	...	...	(X)	(X)
Dry goods	240	90,350	3,298	1, 64	4.	3	...	...	...	...	11	12.3
Dry goods (general line)	46	17,853	970	3,087	17.3	58	7	...	...	...	2, 67	15.7
Knit goods	27	10,108	376	1,340	13.3	10	3	...	...	...	(X)	(X)
Notions	24	9,099	522	2,037	22.4	13	9	...	...	...	X)	(X)
Piece goods	132	49,263	1,305	6,011	12.2	12.	3 9	...	,69	...	,674	10.9
All other	11	4,027	125	589	14.6	9	X	...	X	...	X	(X)
Electrical goods	133	51,513	3,518	11 392	22 1	71	7.	...	...	...	,163	20.3
Electrical appliances, equipment and supplies	86	33,513	2,3 3	7, 7	2	3	...	...	...	...	0	20.4
Radios and radio equipment	23	8,529	5	1,	...	2	...	...	...	...	849	21.7
Refrigerators	24	9,471	682	...	.1	...	...	...	...	...	9	19.3
Farm products-raw materials	149	57,336	,967	4,	...	...	...	...	...	...	,5	6.9
Cotton	29	10,870	77	4	4.	...	...	...	...	...	8	2.7
Grain	33	12,888	447	1,	0.8	6	...	...	...	...	3,909	10.4
Hides, skins, and furs (raw)	35	13,304	214	9	...	6	...	...	...	...	708	5.9
Livestock	4	1,566	8		9	3	...	...	...	...	1	(X)
Tobacco (leaf)	22	8,685	1,061	1,264	14.6	11	7	...	...	...	1	(X)
Wool and mohair	17	6,649	128	621	9.3	17	12 75	...	...	...	,2	7.2
Farm products other than specified	8	3,374	32	238	7.1	9	5,5	...	3	...	3"1	4.4
Farm products-consumer goods	604	230,279	0,344	3, 598	13.7	456	316 182	7	4	4	33,866	14.8
Dairy products (general line)	56	20,715	2,483	7,088	34.2	57	38,	3	39	3	0,186	32.7
Butter	5	1,938	78	298	15.5	6	3,943	6	89	2	135	3.6
Cheese	17	7,043	149	702	10.0	12	7,835	164	750	9	154	7.0
Milk and cream	20	7,231	469	1,766	24.4	15	10,46	704	3 24	29 8	2,693	36.8
All other dairy products	13	4,677	548	1,696	34.1	7	4,673	481	1,178	3	(X)	(X)
Poultry and poultry products	60	21,980	827	2,669	11.7	34	73,192	618	2 273		,179	6.7
Dairy and poultry products	66	25,465	1,05	3,0	11.9	73	49,223	2 372	7		,644	13.4
Fruits and vegetables (fresh)	363	139,356	4,638	4,231	10.2	247	173,456	4	1		9, 1	10.0
All other	6	1,884	95	316	16.8	5	3,646	347	44	4	(X)	(X)
Farm supplies	73	28,143	1,381	4,239	.1	82	6,33	5			5,35	9.9
Feed	32	12,084	509	1,362	11.3	28	19,1	2		6	967	11.9
Fertilizer	6	2,366	67	143	6.0	2	X	(X)		0	504	5.6
Seeds	27	10,768	669	2,230	20.7	18	13,	1,605	3, 7	2	(X)	(X)
All other	8	2,936	136	504	17.2	4	(X)	(X)	(X)		(X)	(X)
Furniture and house furnishings	68	25,552	1,862	5,909	23.1	42	2 ,441	1,462	6,28	7.	4 132	24.0
China, glassware and crockery	7	2,646	184	631	23.8	4	(X)	(X)	(X)		-	-
Floor coverings	18	6,933	235	853	12.3	15	10, 17	355	1,4 9		1,336	13.1
Furniture	13	4,819	699	1,504	31.2	3	2,033	2	288		(X)	(X)
House furn'gs. (except as specified)	21	7,607	448	1,612	21.2	17	12,378	664	2 196	17.7	(X)	(X)
Musical instruments & sheet music	9	3,547	296	1,3 9	36.9	3	(X)	(X)		2	(X)	(X)

Census of American Business

WHOLESALE DISTRIBUTION: 1955

TABLE 7.--WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of establishment and kind of business	$300,000 TO $499,999					$500,000 TO $999,999					$1,000,000 TO $1,999,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expense	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS (continued)															
General merchandise	9	$3,463	247	$708	20.4	3	$2,250	185	$460	20.4	4	$4,383	235	$525	12.0
Groceries and foods(except farm products)	1,249	475,052	20,633	45,486	9.6	553	382,082	22,904	62,694	10.8	300	403,354	15,430	45,045	11.2
Groceries (general line)	680	388,682	9,572	12,959	5.0	476	323,228	11,950	31,642	9.8	176	231,837	8,994	23,051	9.9
Confectionery and soft drinks	54	20,405	987	2,413	11.8	25	16,100	544	1,597	11.2	5	7,569	563	1,384	18.1
Fish and sea foods	49	16,777	1,377	4,554	24.3	32	19,850	911	3,862	19.5	2	2,595	159	822	31.7
Meats and meat products	154	69,514	3,136	8,834	14.8	101	59,262	3,168	9,585	13.8	37	50,784	1,745	5,649	11.1
Other food and grocery specialties	312	115,583	5,661	15,716	14.3	220	154,642	6,321	16,907	10.3	80	110,478	3,968	14,139	12.8
Hardware	106	41,606	3,436	9,250	22.2	92	53,204	4,967	13,235	20.9	39	53,602	4,534	10,804	20.2
Hardware (general line)	92	35,788	3,017	7,992	22.3	68	40,106	4,794	12,797	21.3	37	51,639	4,429	10,380	20.1
Hardware (specialty lines)	14	5,818	418	1,258	21.6	4	3,098	173	438	14.1	2	2,053	105	424	20.5
Jewelry and optical goods	22	8,588	553	1,600	18.0	22	13,430	669	2,596	19.3	7	9,611	475	1,938	20.2
Jewelry (general line)	9	3,299	206	587	17.8	11	7,009	488	1,767	25.1	2	(X)	(X)	(X)	(X)
Clocks and watches	3	(X)	(X)	(X)	(X)	7	4,135	125	665	16.1	1	(X)	(X)	(X)	(X)
Diamonds and other precious stones	4	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)	-	-	-	-	-
Other jewelry specialties	3	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)	3	4,540	280	1,032	22.2
Optical goods	3	(X)	(X)	(X)	(X)	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Lumber & bld'g.mtr'ls (other than sets)	98	35,315	2,344	7,507	21.3	68	38,286	2,532	7,775	20.3	17	(X)	(X)	(X)	(X)
Lumber and millwork	55	19,397	1,300	3,884	20.0	28	16,490	671	2,655	16.4	9	10,553	583	1,700	15.8
Bld'g Mtr'ls except lumber & millwork	43	16,919	1,044	3,623	22.8	30	19,746	1,661	5,116	25.9	8	(X)	(X)	(X)	(X)
Machinery, eqp't & s'plies (except elec'l)	167	62,454	4,519	14,549	23.3	87	57,393	3,747	12,272	21.4	28	38,525	2,204	7,497	19.5
Commercial machinery, eqp't & s'plies	14	6,033	376	1,275	26.4	6	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Office	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Store	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
All other	12	4,300	295	1,013	23.6	6	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Construction machinery, eqp't & s'plies	5	2,007	111	370	18.4	3	2,085	141	411	19.7	2	2,740	92	729	26.6
Farm and dairy machinery and eqp't	10	3,825	215	1,076	27.4	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Industrial machinery, eqp't & s'plies	96	36,106	2,350	7,510	20.8	55	36,808	2,195	6,800	19.1	16	21,977	1,089	3,737	17.0
Mill and mine supplies (general line)	50	22,672	1,512	4,425	19.5	46	29,743	1,814	5,194	17.6	10	15,189	739	2,417	15.9
Industrial machinery, eqp't. & supplies except mill and mine supplies	36	13,434	848	3,086	23.0	10	6,456	382	1,716	26.4	6	6,788	350	1,320	19.4
Professional equipment and supplies	18	6,481	532	1,486	27.1	6	3,019	348	827	27.4	5	(X)	(X)	(X)	(X)
Dental	5	2,165	251	569	30.4	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Surgical, medical and hospital	4	1,485	147	443	29.8	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
All other	5	1,831	124	384	21.0	2	1,385	151	354	25.6	4	4,750	504	1,403	29.5
Service equipment and supplies	23	8,501	841	2,553	30.0	10	5,166	407	1,691	27.5	2	3,288	171	548	16.7
Barber and beauty parlor	8	2,904	345	950	32.7	2	1,052	109	438	41.2	-	-	-	-	-
Laundry	8	3,054	197	817	26.8	3	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
All other	7	2,543	296	786	30.9	5	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Transportation equipment and supplies	4	1,401	84	278	19.8	5	4,145	215	1,087	26.2	2	2,100	134	394	18.8
Metals (except scrap)	43	16,836	1,071	3,421	20.3	29	20,002	1,038	3,635	18.2	15	19,367	921	2,999	16.5
Iron and steel (except scrap)	29	11,542	862	2,732	23.7	20	13,753	720	2,590	18.8	8	9,704	504	1,755	18.4
Metals except iron and steel	14	5,294	209	689	13.0	9	6,249	318	1,046	16.7	7	9,663	317	1,214	12.6
Paper and its products	133	49,971	3,524	10,541	21.1	82	54,524	3,460	11,307	20.7	35	46,779	3,006	8,632	18.2
Paper and its products (general line)	83	31,563	2,113	5,352	20.1	53	33,876	2,273	7,456	22.0	25	32,175	1,995	5,829	18.1
Paper & its products (specialty lines)	39	14,473	1,020	2,949	20.4	26	17,738	921	3,142	17.7	8	11,535	666	2,068	17.9
Stationery and stationery supplies	7	2,539	213	690	27.2	4	2,911	266	707	24.3	2	2,969	354	615	20.7
Wall paper	4	1,296	178	550	42.4	-	-	-	-	-	-	-	-	-	-
Petroleum and its products	42	15,310	815	3,022	18.5	30	20,768	706	3,365	16.2	20	27,108	908	2,322	8.5
Plumbing & heating eqp't & supplies	61	22,543	1,832	5,691	25.2	26	17,304	1,177	3,814	22.0	3	4,567	346	1,202	26.3
Plumbing & heating eqp't.(gen'l line)	38	13,814	998	3,115	22.6	17	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)
Other plumbing & heating eqp't & s'plies	23	8,729	834	2,575	29.5	9	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Tobacco and its products (except leaf)	183	69,849	1,596	4,293	6.1	149	102,396	1,930	6,502	5.4	53	68,569	1,221	5,417	5.3
Waste materials	39	15,001	1,076	2,704	18.4	32	23,342	1,072	3,015	12.9	12	16,654	405	1,238	7.5
Iron and steel scrap	10	3,662	262	659	18.0	9	6,531	210	623	9.5	4	(X)	(X)	(X)	(X)
Junk and scrap (general line)	16	5,719	299	698	12.2	15	10,491	446	1,400	13.3	4	(X)	(X)	(X)	(X)
Waste paper, rags and rubber	14	6,650	514	947	14.8	8	5,320	417	992	15.7	4	5,572	179	412	7.4
All other products	136	51,477	3,048	8,855	17.2	85	56,984	2,885	8,267	14.5	36	50,034	3,633	10,221	20.4
Beer	12	4,340	157	523	12.1	2	1,115	41	74	6.6	5	7,335	294	1,003	13.7
Bags, bagging, cordage & twine	7	2,549	247	423	16.5	3	(X)	(X)	(X)	(X)	4	5,498	360	488	8.9
Flowers and nursery stock	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Forest products (except lumber)	8	2,959	161	549	18.4	3	1,840	87	345	18.8	-	-	-	-	-
Leather	11	4,114	123	569	13.8	15	10,371	303	1,098	10.5	2	(X)	(X)	(X)	(X)
Leather goods	7	2,656	209	594	22.3	6	4,389	68	361	8.2	-	-	-	-	-
Newspapers, books and magazines	29	11,282	987	2,417	21.4	15	10,787	982	2,124	19.7	5	11,514	1,291	3,621	31.4
Oils and greases (animal & vegetable)	11	4,319	257	764	18.2	9	5,156	469	1,638	24.9	5	8,263	599	1,873	22.7
Rubber, crude	4	1,394	12	73	5.2	4	2,636	5	71	2.8	1	(X)	(X)	(X)	(X)
Wines and spiritous liquors	10	3,724	104	531	14.3	5	5,777	98	440	11.5	1	(X)	(X)	(X)	(X)
Yarn	8	3,165	107	325	10.2	6	3,328	79	344	10.3	1	(X)	(X)	(X)	(X)
Miscellaneous kinds of business	24	9,479	626	1,614	19.1	16	10,266	671	1,474	14.4	6	(X)	(X)	(X)	(X)

WHOLESALE DISTRIBUTION: 1933

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	$2,000,000 to $4,999,999					$5,000,000 to $9,999,999					$10,000,000 and Over				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS - Total (continued)	498	$1,450,672	49,520	$176,592	12.2	100	$690,976	14,857	$76,513	11.1	45	$721,639	14,831	$73,099	10.1
Amusement and sporting goods	3	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)	-	-	-	-	-
Cameras and motion picture equipment and supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moving picture films	1	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)	-	-	-	-	-
Sporting goods (general line)	2	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Toys, novelties, and fireworks	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Automotive products	17	44,927	1,816	5,848	13.0	2	14,549	224	832	5.7	-	-	-	-	-
Automobile and other motor vehicles	15	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Automotive equip't accessories & parts	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Tires and tubes	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Chemicals	11	32,240	891	3,767	11.7	3	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Industrial chemicals	3	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Paints and varnishes	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Chemicals except as specified	7	19,776	594	2,545	12.9	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Clothing and furnishings	6	18,391	457	1,939	10.5	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Clothing & furnishings (general line)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Clothing, men's and boys'	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Clothing, women's and children's	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Furnishings (general line)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Furnishings, men's and boys'	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Furnishings, women's and children's	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hosiery	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Millinery and millinery supplies	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Shoes and other footwear	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Coal	13	40,821	1,287	4,535	11.1	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Drugs and drug sundries	26	74,595	3,598	11,235	15.1	6	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Drugs (general line)	22	62,086	3,156	9,078	14.6	5	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Drugs (specialty lines)	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Patent medicines	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Toilet articles and preparations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other	2	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Dry goods	44	126,143	4,926	15,884	12.6	6	(X)	(X)	(X)	(X)	5	(X)	(X)	(X)	(X)
Dry goods (general line)	19	56,205	3,261	8,844	15.7	2	(X)	(X)	(X)	(X)	4	(X)	(X)	(X)	(X)
Knit goods	3	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Notions	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Piece goods	21	60,369	1,002	5,073	8.4	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Electrical goods	4	11,147	690	2,201	19.7	-	-	-	-	-	-	-	-	-	-
Electrl appliances, eqp't & supplies	2	5,149	233	716	13.9	-	-	-	-	-	-	-	-	-	-
Radios and radio equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Refrigerators	2	5,998	457	1,485	24.8	-	-	-	-	-	-	-	-	-	-
Farm products-raw materials	70	201,321	1,440	12,186	6.1	19	127,934	839	6,188	4.8	13	231,019	1,080	16,587	7.2
Cotton	23	63,218	285	4,290	6.8	6	40,692	175	1,100	2.7	6	87,198	399	8,560	9.8
Grain	26	75,101	644	3,643	4.9	6	37,192	350	2,555	6.9	3	63,798	352	2,106	3.3
Hides, skins, and furs (raw)	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Livestock	2	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Tobacco (leaf)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Wool and mohair	9	29,401	266	2,601	8.8	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Farm products other than specified	5	13,840	86	677	4.9	2	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)
Farm products-consumer goods	47	129,953	4,447	14,008	10.8	8	53,256	419	2,630	4.9	2	22,998	892	1,423	6.2
Dairy products (general line)	5	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Butter	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cheese	4	10,023	245	1,467	14.6	-	-	-	-	-	-	-	-	-	-
Milk and cream	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other dairy products	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Poultry and poultry products	5	14,274	148	567	4.0	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Dairy and poultry products	17	45,842	1,156	3,721	8.1	3	19,077	217	977	5.1	-	-	-	-	-
Fruits and vegetables (fresh)	14	35,697	557	2,024	5.7	2	10,666	107	1,155	10.8	2	22,998	892	1,423	6.2
All other	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Farm supplies	9	25,640	1,468	2,048	8.0	4	30,927	364	4,607	14.9	-	-	-	-	-
Feed	1	(X)	(X)	(X)	(X)	3	(X)	(X)	(X)	(X)	-	-	-	-	-
Fertilizer	5	13,857	101	1,500	10.8	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Seeds	3	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Furniture and house furnishings	4	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
China, glassware and crockery	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Floor covering	2	4,516	245	923	20.4	-	-	-	-	-	-	-	-	-	-
Furniture	-	-	-	-	-	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Home furn'gs (except as specified)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Musical instruments & sheet music	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

TABLE 7.--WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	$2,000,000 TO $4,999,999					$5,000,000 TO $9,999,999					$10,000,000 AND OVER				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
WHOLESALE MERCHANTS (continued)															
General merchandise	1	(X)	(X)	(X)	(X)	5	$36,939	2,212	$6,867	18.6	4	$80,255	2,062	$2,412	3.0
Groceries and foods(except farm products)	113	$323,364	11,791	$46,256	14.3	21	144,980	4,385	26,639	18.4	13	143,717	2,676	18,296	12.7
Groceries (general line)	58	170,011	6,797	17,884	10.5	10	65,197	3,426	9,746	14.9	2	18,762	798	2,625	14.0
Confectionery and soft drinks	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Fish and sea foods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Meats and meat products	6	(X)	(X)	(X)	(X)	4	(X)	(X)	(X)	(X)	-	-	-	-	-
Other food and grocery specialties	48	132,628	4,153	28,961	19.6	6	41,642	340	14,308	34.4	11	124,965	1,876	15,671	12.6
Hardware	24	76,071	5,671	14,896	19.8	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Hardware (general line)	22	70,210	5,385	14,082	20.1	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Hardware (specialty lines)	2	4,861	286	814	16.7	-	-	-	-	-	-	-	-	-	-
Jewelry and optical goods	2	6,446	93	796	14.6	-	-	-	-	-	-	-	-	-	-
Jewelry (general line)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Clocks and watches	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Diamonds and other precious stones	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other jewelry specialties	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Optical goods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lumber & bldg mtr'ls (other than metal)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Lumber and millwork	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bldg. mtr'ls. except lumber & millwork	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Machinery, eqp't & s'pls (except elect'l)	8	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Commercial machinery, eqp't & s'pls	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Store	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Construction machinery, eqp't. & s'pls.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Farm and dairy machinery and eqp't.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial machinery, eqp't. & s'pls.	7	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Mill and mine supplies (general line)	3	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Industrial machinery, eqp't. & s'pls. except mill and mine supplies	4	11,942	167	773	6.6	-	-	-	-	-	-	-	-	-	-
Professional equipment and supplies	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Dental	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Surgical, medical and hospital	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Service equipment and supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Barber and beauty parlor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Laundry	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transportation equipment & supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Metals (except scrap)	6	(X)	(X)	(X)	(X)	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Iron and steel (except scrap)	4	11,652	1,199	2,923	25.1	-	-	-	-	-	-	-	-	-	-
Metals except iron and steel	2	(X)	(X)	(X)	(X)	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Paper and its products	10	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Paper & its products (general line)	8	21,605	1,257	3,208	14.9	-	-	-	-	-	-	-	-	-	-
Paper & its products (specialty lines)	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Stationery and stationery supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Wall paper	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Petroleum and its products	14	50,890	1,166	8,285	16.3	3	17,211	399	2,471	14.4	-	-	-	-	-
Plumbing & heating eqp't. & supplies	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Plumbing & heating eqp't (gen'l line)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other plumbing & heating eqp't.& s'pls.	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Tobacco and its products (except leaf)	36	109,646	2,075	6,568	6.0	2	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Waste materials	6	16,767	252	1,502	9.0	-	-	-	-	-	-	-	-	-	-
Iron and steel scrap	4	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Junk and scrap (general line)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Waste paper, rags and rubber	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
All other products	23	73,458	2,141	7,097	9.7	8	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Beer	1	(X)	(X)	(X)	(X)	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Bags and bagging, cordage and twine	3	4,694	323	678	14.4	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Flowers and nursery stock	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Forest products (except lumber)	3	11,132	60	404	3.6	2	12,340	68	436	3.6	-	-	-	-	-
Leather	4	14,624	136	734	5.1	1	(X)	(X)	(X)	(X)	-	-	-	-	-
Leather goods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Newspapers, books and magazines	3	10,366	1,144	3,214	31.0	2	11,644	404	2,493	21.4	-	-	-	-	-
Oils and greases (animal & vegetable)	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Rubber, crude	4	9,699	64	313	6.5	2	13,056	90	507	3.9	-	-	-	-	-
Wines and spiritous liquors	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Yarn	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Miscellaneous kinds of business	2	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-

Census of American Business

WHOLESALE DISTRIBUTION: 1933

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	TOTAL					UNDER $10,000					$10,000 TO $49,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
MANUFACTURERS' SALES BRANCHES - Total	12,444	$5,144,688	193,177	$764,670	14.9	1,055	$5,334	1,126	$2,463	46.2	3,241	$86,356	9,727	$27,481	31.8
Amusement and sporting goods	216	97,960	4,962	14,803	15.1	6	(X)	(X)	(X)	(X)	17	516	52	171	33.1
Automotive products	726	332,631	13,486	54,312	16.3	56	(X)	(X)	(X)	(X)	118	3,237	358	1,077	33.3
Chemicals	703	299,412	9,416	45,486	15.2	53	332	39	115	34.6	216	5,950	587	2,124	35.7
Clothing and furnishings	337	199,562	6,402	25,566	12.8	16	(X)	(X)	(X)	(X)	57	1,484	135	305	20.6
Coal	30	13,117	515	2,072	15.8	2	(X)	(X)	(X)	(X)	5	190	12	64	35.8
Drugs and drug sundries	213	86,956	4,223	24,936	28.7	26	124	27	56	45.2	61	1,386	155	507	36.6
Dry goods	233	115,132	3,872	15,022	13.0	11	57	11	22	38.6	45	1,266	91	209	16.5
Electrical goods	447	322,841	14,477	49,922	15.5	37	199	58	87	43.7	86	2,542	355	955	37.6
Farm products-raw materials	5	558	10	30	5.4	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Farm products-consumer goods	344	106,918	5,910	25,020	23.4	20	122	35	68	55.7	92	2,493	276	988	39.6
Farm supplies	110	42,792	2,481	6,983	16.3	5	23	4	5	21.7	9	(X)	(X)	(X)	(X)
Furniture & house furnishings	344	71,809	2,772	10,615	14.8	47	195	33	68	34.9	74	1,694	219	502	26.5
Groceries and foods (except farm products)	3,200	1,661,861	51,493	207,785	12.5	237	1,218	190	458	37.6	688	18,099	1,411	4,115	22.7
Hardware	97	20,811	1,123	3,758	18.1	9	52	14	22	42.3	34	961	91	236	24.6
Jewelry and optical goods	269	26,221	2,553	8,221	31.4	26	163	32	64	39.3	151	3,615	620	1,399	38.7
Lumber and building materials (other than metal)	332	107,903	4,973	18,513	17.2	33	189	32	67	35.4	66	1,657	162	660	33.8
Machinery, equipment and supplies (except electrical)	2,986	436,692	36,218	112,972	25.8	328	1,621	486	970	59.8	1,058	27,789	3,835	9,778	35.2
Metals (except scrap)	423	215,701	6,277	25,257	11.7	35	160	26	83	51.9	86	2,527	208	811	32.1
Paper and its products	205	94,012	2,959	15,700	16.7	17	93	23	55	59.1	64	1,573	255	687	43.7
Petroleum and its products	121	25,200	932	3,990	15.8	13	71	11	22	31.0	60	1,636	142	599	36.6
Plumbing & heating equipment and supplies	462	82,831	5,969	20,856	25.2	21	(X)	(X)	(X)	(X)	86	2,356	267	861	36.5
Tobacco and its products (except leaf)	85	512,474	3,195	33,256	6.5	11	34	5	11	32.4	8	291	18	48	16.5
All other kinds of business	556	269,294	9,959	39,605	14.7	36	158	27	55	34.8	158	4,616	436	1,390	30.1

Type of Establishment Kind of Business	$50,000 TO $99,999					$100,000 TO $199,999					$200,000 TO $299,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
MANUFACTURERS' SALES BRANCHES - Total	1,864	134,126	12,359	39,740	29.6	1,890	269,935	21,384	68,998	25.6	1,034	253,394	16,741	56,764	22.4
Amusement and sporting goods	25	1,870	239	784	41.9	48	6,923	746	2,255	32.6	49	11,769	997	3,211	27.3
Automotive products	93	6,885	737	2,272	33.0	126	17,687	1,627	5,201	29.4	64	15,379	1,205	4,196	27.3
Chemicals	109	8,103	648	2,553	31.5	94	13,304	926	3,986	30.0	44	10,644	699	2,976	28.0
Clothing and furnishings	48	3,464	196	622	17.9	56	8,254	504	1,427	17.3	32	8,064	592	1,457	18.1
Coal	2	(X)	(X)	(X)	(X)	6	856	24	91	10.6	4	924	17	49	5.3
Drugs and drug sundries	19	1,330	98	404	30.4	19	2,618	175	594	22.7	13	3,337	210	577	17.3
Dry goods	39	2,891	176	501	17.3	41	5,800	262	840	14.5	20	5,082	242	837	16.5
Electrical goods	71	5,234	534	1,492	28.5	60	8,721	789	2,228	25.5	34	8,138	562	1,751	21.5
Farm products-raw materials	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)	1	(X)	(X)	(X)	(X)
Farm products-consumer goods	65	4,591	422	1,687	36.7	62	8,745	654	2,469	28.2	28	6,936	646	2,176	31.4
Farm supplies	10	711	42	137	19.3	14	1,612	147	417	23.0	17	4,293	241	664	13.1
Furniture & house furnishings	59	4,403	229	1,018	23.1	67	9,457	475	1,773	18.7	38	9,191	557	1,764	19.2
Groceries and foods (except farm products)	326	23,840	1,867	5,793	24.3	438	64,335	4,593	14,608	22.7	273	67,996	3,542	11,046	16.2
Hardware	12	896	63	216	24.1	11	1,688	86	320	19.0	10	2,367	109	482	20.4
Jewelry and optical goods	43	3,050	344	970	31.8	21	(X)	(X)	(X)	(X)	8	1,996	173	639	32.0
Lumber and building materials (other than metal)	48	3,547	292	1,034	29.2	63	9,301	664	2,234	24.0	38	(X)	(X)	(X)	(X)
Machinery, equipment and supplies (except electrical)	562	39,509	4,566	13,295	33.7	452	63,387	6,636	19,404	30.6	218	53,191	4,190	14,876	28.0
Metals (except scrap)	64	4,610	347	1,403	30.4	72	10,098	482	1,984	19.6	34	7,936	427	1,609	20.3
Paper and its products	29	1,985	251	728	36.7	24	3,447	387	1,145	33.2	11	2,753	214	496	18.0
Petroleum and its products	18	1,099	95	404	36.8	17	2,340	240	802	34.3	5	767	64	256	33.2
Plumbing & heating equipment and supplies	114	8,348	605	2,494	29.9	113	15,962	1,043	3,753	23.5	53	13,030	994	3,417	26.2
Tobacco and its products (except leaf)	6	480	22	61	16.9	10	1,390	92	321	23.1	5	1,248	78	316	25.2
All other kinds of business	100	7,085	582	1,843	26.0	76	10,741	682	2,213	20.6	37	8,945	388	1,877	21.0

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WHOLESALE DISTRIBUTION: 1935

TABLE 7.—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENTS AND KIND OF BUSINESS

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

Type of Establishment Kind of Business	$300,000 TO $499,999					$500,000 TO $999,999					$1,000,000 TO $1,999,999				
	Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses		Number of establishments	Net sales	Average number of full-time employees	Total expenses	
				Amount	% of sales				Amount	% of sales				Amount	% of sales
MANUFACTURERS' SALES BRANCHES - Total	1,199	$464,629	23,121	$82,721	17.8	1,167	$818,788	36,713	$131,857	16.1	601	$809,715	20,257	$117,716	14.5
Amusement and sporting goods	33	12,400	821	2,347	18.9	25	16,707	846	2,403	14.4	9	12,447	503	1,450	11.6
Automotive products	73	27,637	1,486	6,186	22.4	116	82,359	3,441	14,017	17.0	57	73,443	2,329	9,242	12.6
Chemicals	61	23,775	1,173	4,762	20.0	55	39,661	1,738	6,223	20.8	36	48,659	1,360	6,984	14.4
Clothing and furnishings	53	20,562	866	3,382	16.4	38	28,680	867	4,334	15.1	20	27,660	714	3,948	14.3
Coal	3	1,238	29	85	6.9	4	2,718	196	656	24.2	2	(X)	(X)	(X)	(X)
Drugs and drug sundries	23	8,923	442	1,972	22.1	27	19,357	777	5,446	28.1	16	25,694	1,811	7,942	30.9
Dry goods	26	9,900	244	1,060	10.7	24	16,290	370	1,537	9.4	13	18,961	706	2,821	14.9
Electrical goods	31	12,378	605	2,218	17.9	46	32,876	1,619	4,516	13.7	41	64,005	2,259	7,000	13.0
Farm products-consumer goods	28	10,745	700	2,447	22.8	23	16,379	668	2,558	15.6	17	24,675	1,539	7,180	29.2
Farm supplies	24	9,819	513	2,019	20.6	24	16,217	1,134	2,855	17.6	6	7,081	342	675	9.5
Furniture & house furnishings	24	9,366	364	1,528	16.3	24	16,005	574	2,261	14.1	7	9,776	165	919	9.4
Groceries and foods (except farm products)	417	161,168	7,057	21,328	13.2	442	315,373	11,646	39,109	12.4	227	202,649	9,509	86,530	12.1
Hardware	9	3,491	254	835	23.9	5	3,979	168	704	17.7	5	7,375	358	943	12.8
Jewelry and optical goods	10	3,746	392	1,276	34.1	6	3,185	326	1,123	35.3	4	4,770	263	1,244	26.1
Lumber and building materials (other than metal)	37	14,606	767	2,536	17.4	28	19,612	807	3,181	16.3	11	14,389	862	2,830	19.7
Machinery, equipment and supplies (except electrical)	186	72,204	4,138	16,910	23.4	141	95,167	7,166	22,828	24.0	31	41,239	3,107	8,574	20.8
Metals (except scrap)	45	16,516	706	2,465	14.9	45	30,897	1,456	4,256	13.8	27	36,790	1,516	4,031	11.0
Paper and its products	24	9,721	450	1,761	18.1	15	9,816	366	1,603	16.3	12	16,809	514	2,950	16.7
Petroleum and its products	4	1,462	119	454	31.1	3	1,759	113	749	42.6	1	(X)	(X)	(X)	(X)
Plumbing and heating equipment and supplies	39	15,065	1,185	3,507	23.3	27	18,042	1,133	4,190	23.2	6	7,893	569	2,178	27.6
Tobacco and its products (except leaf)	11	4,258	180	774	18.2	9	5,907	231	947	16.0	9	12,149	187	1,800	14.8
All other kinds of business	42	15,639	650	2,875	18.4	40	28,011	1,291	4,362	15.6	42	60,496	2,093	7,658	12.7

	$2,000,000 TO $4,999,999					$5,000,000 TO $9,999,999					$10,000,000 AND OVER				
MANUFACTURERS' SALES BRANCHES - Total	294	870,143	23,708	107,447	12.3	66	372,846	7,225	44,068	11.8	43	1,059,422	10,816	85,416	8.1
Amusement and sporting goods	3	7,564	178	421	5.6	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Automotive products	22	62,328	1,668	8,268	13.3	-	-	-	-	-	2	(X)	639	(X)	(X)
Chemicals	15	43,199	647	3,932	9.1	9	63,166	1,192	7,281	11.5	2	42,729	407	2,548	6.0
Clothing and furnishings	12	38,002	984	4,584	12.1	1	(X)	(X)	(X)	(X)	4	57,126	1,214	4,331	7.6
Coal	2	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Drugs and drug sundries	7	24,177	1,128	7,438	30.8	-	-	-	-	-	-	-	-	-	-
Dry goods	9	24,342	734	3,241	13.3	6	30,543	1,027	3,954	12.9	-	-	-	-	-
Electrical goods	31	98,706	4,431	14,041	14.2	6	39,990	1,275	4,311	10.8	4	60,148	2,140	11,327	18.8
Farm products-consumer goods	7	20,153	879	3,357	16.7	2	12,180	211	2,095	17.2	-	-	-	-	-
Farm supplies	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Furniture & house furnishings	4	11,522	156	782	6.8	-	-	-	-	-	-	-	-	-	-
Groceries and foods (except farm products)	126	375,372	8,203	37,200	9.9	15	99,959	1,362	17,035	17.0	15	231,952	2,113	20,563	8.9
Hardware	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Jewelry and optical goods	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Lumber and building materials (other than metals)	7	23,463	776	3,773	16.1	-	-	-	-	-	1	(X)	(X)	(X)	(X)
Machinery, equipment and supplies (except electrical)	9	23,971	1,259	4,334	18.1	3	20,614	835	2,003	9.7	-	-	-	-	-
Metals (except scrap)	8	22,325	311	1,687	7.6	3	20,050	135	443	2.2	4	63,792	663	6,485	10.2
Paper and its products	3	9,694	47	1,511	15.6	2	(X)	(X)	(X)	(X)	2	(X)	(X)	(X)	(X)
Petroleum and its products	-	-	-	-	-	2	(X)	(X)	(X)	(X)	-	-	-	-	-
Plumbing and heating equipment and supplies	1	(X)	(X)	(X)	(X)	-	-	-	-	-	-	-	-	-	-
Tobacco and its products (except leaf)	7	17,462	359	3,060	17.5	3	20,007	199	2,656	13.3	6	449,248	1,824	23,243	5.2
All other kinds of business	19	56,280	1,485	7,951	14.1	5	32,973	291	1,702	5.2	2	44,350	1,034	7,679	17.3

An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information.

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WHOLESALE ESTABLISHMENT WHICH BEGAN OPERATIONS

1929 - 1933

Type of Establishment Period in which establishments began operations Kind of Business	Establishments		Net sales (000 omitted)
	Number	Percent of 1933 Total	
Total	37,846	23.1	$3,364,988
Type of establishment			
Wholesalers proper	23,075	27.8	1,359,110
Manufacturers' sales branches	2,039	12.1	486,479
Agents and brokers	3,947	28.6	865,604
Assemblers and country buyers	4,526	18.9	253,507
All other types	4,259	16.0	400,188
Period in which establishments began operations			
Prior to January 1, 1933	25,831		2,815,371
1933 total	12,015		549,617
First quarter, 1933	1,435		103,166
Second quarter, 1933	4,114		266,860
July, 1933	1,347		63,177
August, 1933	1,046		28,925
September, 1933	1,300		34,614
October, 1933	1,075		26,634
November, 1933	922		11,654
December, 1933	776		14,587
Kind of business			
Automobiles and sporting goods	418	26.9	33,415
Automotive products	1,950	30.9	130,695
Chemicals	549	22.2	52,960
Clothing and furnishings	1,519	34.7	150,964
Coal	238	17.2	59,249
Drugs and drug sundries	513	32.8	56,206
Dry goods	1,298	27.1	228,217
Electrical goods	892	27.6	83,954
Farm products-raw materials	2,283	13.6	453,763
Farm products-consumer goods	6,526	27.6	471,594
Farm supplies	509	20.6	32,377
Furniture and house furnishings	814	29.2	39,856
General merchandise	32	16.6	3,011
Groceries and foods (except farm products)	5,177	21.7	509,040
Hardware	217	14.5	12,594
Jewelry and optical goods	413	19.9	17,538
Lumber and building materials (other than metal)	611	16.4	41,333
Machinery, equipment and supplies (except electrical)	2,284	19.9	119,076
Metals (except scrap)	307	15.5	115,340
Paper and its products	560	19.6	58,728
Petroleum and its products	4,949	17.4	394,861
Plumbing and heating equipment and supplies	499	22.2	35,206
Tobacco and its products (except leaf)	393	19.8	69,231
Waste materials	863	25.3	17,793
Beer	1,986	85.3	57,260
Wine and spiritous liquors	653	85.1	38,827
All other products	1,393	23.6	76,931

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WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of establishments		Net sales		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
ALABAMA								
Total	1,605	1,743	$209,397	$574,145	9,325	$12,510	$366	$31,945
Autauga	3	3	88	140	6	6	-	8
Baldwin	17	21	358	1,720	35	48	2	59
Barbour	16	20	793	3,305	35	63	1	63
Bibb	9	8	156	413	12	23	2	12
Blount	13	11	451	856	23	28	-	21
Bullock	8	4	667	524	15	17	1	46
Butler	17	14	1,189	2,614	60	70	10	134
Calhoun	38	40	4,047	9,332	195	229	8	446
Chambers	7	2	119	(X)	9	17	2	8
Cherokee	6	4	105	259	4	8	-	3
Chilton	14	19	642	1,896	23	40	2	76
Choctaw 1/	4	12	174	456	97	54	-	31
Clarke	7	9	256	464	19	36	-	14
Clay 1/	2	8	(X)	786	(X)	(X)	-	(X)
Cleburne	1	1	(X)	(X)	(X)	(X)	-	(X)
Coffee 1/	13	20	495	2,627	28	50	7	39
Colbert	14	10	1,057	1,759	57	94	3	80
Conecuh	8	7	192	1,243	16	23	-	12
Coosa	3	3	82	269	6	6	-	8
Covington	24	22	1,441	3,034	84	114	3	221
Crenshaw	7	13	462	1,130	27	35	-	72
Cullman	19	16	899	1,727	68	67	5	111
Dale	18	23	803	736	28	37	6	72
Dallas	41	49	6,636	17,969	325	393	16	1,274
De Kalb	12	14	390	2,443	21	32	-	25
Elmore	8	6	588	1,310	16	29	1	57
Escambia	17	25	923	1,614	41	45	2	64
Etowah	32	40	3,180	11,950	171	199	4	402
Fayette 1/	10	21	237	2,764	21	22	2	16
Franklin	11	8	357	423	29	37	11	50
Geneva 1/	9	33	280	1,169	25	35	1	20
Greene	7	13	121	806	8	10	1	8
Hale 1/	6	22	159	1,318	16	18	1	20
Henry	10	7	231	279	13	23	-	14
Houston	29	41	2,876	8,714	108	134	2	277
Jackson	6	13	477	1,935	24	28	-	44
Jefferson	453	447	84,974	259,562	4,410	5,985	130	8,012
Lamar	6	9	107	340	5	8	2	11
Lauderdale	35	40	2,849	7,398	101	157	9	257
Lawrence 2/	21	3	462	591	6	9	-	28
Lee	15	14	1,173	2,669	66	99	4	134
Limestone	9	16	568	4,774	27	33	1	71
Lowndes	3	4	85	191	5	10	1	5
Macon	7	17	617	1,020	13	24	-	47
Madison	41	38	3,646	13,674	155	206	10	453
Marengo	11	15	823	4,102	37	47	2	93
Marion	9	11	372	850	30	48	-	26
Marshall	20	12	1,172	978	49	71	2	97
Mobile 3/	205	141	41,775	52,435	1,279	1,696	59	14,824
Monroe	4	6	120	288	11	15	-	7
Montgomery	91	136	21,624	86,967	834	1,093	17	2,570
Morgan	38	41	2,598	16,320	121	149	5	327
Perry	8	14	358	1,779	15	19	-	31
Pickens	6	13	113	1,404	9	13	1	11
Pike	17	25	1,419	2,518	49	71	6	72
Randolph	9	12	694	886	48	43	1	42
Russell	6	7	187	363	20	18	1	21
St. Clair	6	4	162	191	8	17	-	5
Shelby	7	10	222	432	12	25	-	8
Sumter	10	17	259	820	19	29	1	26
Talladega	15	23	1,027	5,284	33	52	1	66
Tallapoosa	9	17	651	1,254	27	42	-	49
Tuscaloosa	38	42	8,088	14,760	243	265	4	705
Walker	23	15	1,591	1,764	176	145	13	99
Washington	3	3	95	189	4	7	-	5
Wilcox	6	4	146	175	12	16	-	19
Winston	12	7	444	562	10	15	3	13
ARIZONA								
Total	476	358	49,795	97,554	2,260	3,700	381	4,983
Apache 3/	7	1	185	(X)	8	9	1	28
Cochise	31	28	1,044	3,216	68	93	3	110
Coconino	17	10	1,365	854	68	94	5	124
Gila	23	17	1,328	3,099	61	89	6	95
Graham	12	6	612	649	27	43	1	96
Greenlee 3/	9	1	184	(X)	9	11	1	26
Maricopa	206	171	29,110	64,065	1,235	2,076	268	2,772
Mohave	8	7	244	1,296	14	23	1	19
Navajo 3/	19	9	1,662	728	59	94	3	199
Pima	56	33	8,612	10,870	383	584	27	812
Pinal 3/	16	8	516	(X)	24	44	1	36
Santa Cruz	17	20	1,136	5,397	82	95	10	186
Yavapai	29	17	2,085	2,648	136	265	9	398
Yuma	24	28	$1,713	$3,581	107	$180	$41	$82
ARKANSAS								
Total	1,294	2,052	121,504	373,074	6,118	7,787	281	15,896
Arkansas	28	34	3,005	2,372	208	189	24	389
Ashley	10	16	192	1,144	11	25	1	21
Baxter 1/	8	15	239	2,120	10	9	-	28
Benton 1/	36	60	1,541	3,961	93	109	1	209
Boone	15	35	549	1,325	31	49	2	66
Bradley	8	9	312	1,034	17	24	-	71
Calhoun	-	-	-	-	-	-	-	-
Carroll	24	25	582	1,360	35	45	-	100
Chicot	15	21	1,503	6,665	62	75	4	226
Clark	16	22	781	2,179	45	58	1	100
Clay	14	14	322	1,017	15	38	7	60
Cleburne	16	7	345	255	12	18	1	20
Cleveland	3	2	65	(X)	3	2	-	11
Columbia	16	32	759	4,102	37	46	1	85
Conway	17	33	646	3,178	34	42	2	103
Craighead	37	34	3,736	7,456	192	249	6	403
Crawford	6	13	920	3,065	17	26	4	20
Crittenden	16	39	870	1,836	36	53	1	46
Cross	8	19	363	843	14	26	1	32
Dallas	11	7	473	305	24	25	1	75
Desha	15	14	1,077	2,914	51	59	1	136
Dree	9	6	425	328	16	21	1	31
Faulkner	18	17	1,218	2,494	50	62	2	131
Franklin	3	10	123	171	8	10	1	3
Fulton	6	3	375	547	10	17	1	45
Garland	40	35	1,711	3,685	124	137	1	209
Grant	4	7	183	323	8	11	1	13
Greene	14	33	1,366	2,137	56	80	2	121
Hempstead	20	19	1,463	6,025	67	85	3	201
Hot Spring	7	7	281	658	13	26	4	34
Howard 1/	9	29	158	1,656	13	22	-	84
Independence	19	27	1,429	3,458	61	77	1	164
Izard	6	23	241	996	9	13	-	30
Jackson	15	25	1,464	8,521	36	67	4	206
Jefferson 1/	42	83	6,152	38,271	377	433	15	799
Johnson	11	17	512	821	24	31	2	69
Lafayette	8	9	75	425	10	12	1	5
Lawrence	11	21	733	3,170	28	36	3	75
Lee 1/	15	84	1,129	5,483	23	40	1	104
Lincoln	3	3	225	220	6	8	-	9
Little River	7	14	269	867	20	15	-	35
Logan	19	34	441	814	23	34	1	48
Lonoke 1/	16	70	457	3,487	26	42	1	39
Madison 1/	-	10	-	776	-	-	-	-
Marion	3	13	47	189	1	1	-	5
Miller	31	20	3,316	9,180	230	326	5	943
Mississippi 1/	30	89	4,102	24,412	130	195	4	338
Monroe	15	29	638	1,098	35	50	-	73
Montgomery	3	3	68	305	7	11	-	3
Nevada	10	9	566	1,212	33	36	-	75
Newton	-	3	-	(X)	-	-	-	-
Ouachita	19	19	1,237	2,653	72	103	3	142
Perry	1	4	(X)	267	(X)	(X)	(X)	(X)
Phillips	36	76	5,363	18,222	197	275	2	537
Pike	5	20	93	438	8	11	-	11
Poinsett	8	24	241	1,900	12	19	1	14
Polk	13	14	1,035	812	34	45	1	154
Pope	23	19	1,857	5,274	66	79	3	184
Prairie	8	10	233	360	9	13	-	15
Pulaski	154	166	34,859	101,393	1,791	2,312	99	4,961
Randolph	11	6	617	723	19	26	1	44
St. Francis	19	25	1,293	4,021	55	61	3	198
Saline	7	3	208	27	15	20	1	13
Scott	7	7	132	262	10	10	-	4
Searcy 1/	9	32	160	444	6	12	-	20
Sebastian	105	86	16,306	33,066	815	1,136	39	2,394
Sevier	10	27	315	2,055	28	37	1	81
Sharp	5	6	309	484	9	15	-	30
Stone	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Union	46	71	2,973	10,916	189	230	10	568
Van Buren	2	7	(X)	88	(X)	(X)	(X)	(X)
Washington	47	62	2,552	10,539	258	200	3	278
White	22	109	1,182	5,040	69	76	2	131
Woodruff	9	18	276	1,656	15	18	1	33
Yell	10	22	330	1,079	16	15	-	15

1/ Includes some establishments not reporting separately for 1933.
2/ Includes some establishments not reporting separately for 1929.
3/ Includes some establishments not reporting separately for 1933 and 1929.

12-S-1
Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
CALIFORNIA								
Total	11,052	9,751	$2,255,256	$4,139,323	92,049	$145,840	11,006	$236,371
Alameda 4/	378	466	92,806	138,670	4,757	7,096	246	9,233
Alpine	-	-	-	-	-	-	-	-
Amador	6	3	230	148	11	17	-	8
Butte	46	28	3,167	3,475	121	204	13	171
Calaveras	4	2	160	(X)	5	9	1	8
Colusa	21	25	706	3,984	43	73	2	43
Contra Costa 2/	51	35	5,628	3,465	308	420	20	389
Del Norte	10	4	243	159	11	17	2	19
Eldorado	13	8	872	3,976	26	69	28	35
Fresno	285	231	33,393	62,450	1,449	2,388	247	3,622
Glenn	22	19	1,099	2,939	49	75	4	43
Humboldt	49	33	4,232	3,967	178	286	7	449
Imperial 2/	121	90	14,979	24,977	642	1,382	565	1,108
Inyo	16	7	657	369	37	48	1	44
Kern	120	116	13,047	26,252	553	812	26	946
Kings	31	29	2,707	6,000	102	157	8	165
Lake	9	4	294	125	13	26	1	13
Lassen 5/	16	3	875	320	46	65	1	101
Los Angeles	4,410	3,652	798,865	1,540,822	36,335	36,737	3,007	82,404
Madera	15	9	927	477	47	75	3	44
Marin 2/	33	11	1,932	1,119	81	138	12	147
Mariposa	3	4	271	31	10	19	-	19
Mendocino	27	17	986	1,351	76	107	2	95
Merced	37	32	2,317	4,317	127	194	19	193
Modoc	11	7	359	742	30	46	-	48
Mono	3	1	136	(X)	12	8	4	17
Monterey 2/	107	78	13,997	13,492	1,020	1,479	297	687
Napa 2/	39	13	3,430	1,438	235	311	7	908
Nevada	19	7	1,353	469	123	137	2	386
Orange	131	137	28,728	56,389	2,042	3,183	1,229	911
Placer	32	26	2,868	4,190	233	286	23	181
Plumas	8	2	235	(X)	12	18	1	21
Riverside 2/	98	72	14,722	15,433	988	1,425	412	946
Sacramento 4/	206	166	33,412	88,273	2,096	3,284	147	3,413
San Benito	6	9	305	1,146	18	30	1	28
San Bernardino	180	133	40,372	33,637	2,299	2,728	864	1,132
San Diego 4/	317	228	43,660	39,319	3,233	4,655	359	4,076
San Francisco 5/	2,696	3,134	911,749	1,784,175	25,385	44,780	1,288	106,396
San Joaquin	166	110	24,275	42,141	1,253	1,836	63	3,267
San Luis Obispo	44	37	2,373	5,988	106	189	6	385
San Mateo 2/	52	21	11,520	22,234	232	413	7	816
Santa Barbara	109	70	10,386	17,618	721	1,086	297	798
Santa Clara 4/	161	108	31,070	24,882	2,301	2,477	101	3,802
Santa Cruz	66	80	5,988	13,086	289	408	98	541
Shasta 2/	28	14	1,744	634	37	99	3	246
Sierra	1	-	(X)	-	(X)	(X)	(X)	(X)
Siskiyou	32	17	1,705	1,975	93	133	4	208
Solano	45	33	2,980	4,284	132	241	4	157
Sonoma 2/	164	102	15,868	27,376	1,026	1,261	42	1,258
Stanislaus 2/	94	70	10,100	9,288	852	904	37	1,215
Sutter	17	12	1,181	763	31	63	8	697
Tehama	21	19	1,380	1,399	88	122	9	85
Trinity	1	-	(X)	-	(X)	(X)	(X)	(X)
Tulare 2/	115	87	17,002	21,230	678	1,322	431	855
Tuolumne	11	6	633	502	22	44	7	183
Ventura	89	77	22,683	27,982	1,180	1,863	752	459
Yolo	24	20	3,383	6,410	107	237	41	1,054
Yuba	21	15	1,867	2,676	84	132	7	120
COLORADO								
Total	1,883	2,075	239,085	539,626	10,976	13,380	331	23,358
Adams	13	16	811	922	18	21	-	23
Alamosa	23	17	1,172	2,166	84	104	4	134
Arapahoe	19	22	463	1,774	34	38	4	45
Archuleta	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Baca	24	19	547	2,684	35	39	1	56
Bent	11	12	318	1,590	21	22	-	39
Boulder	42	42	1,535	2,433	111	146	5	158
Chaffee	16	11	375	531	21	27	3	37
Cheyenne	16	11	415	804	17	20	1	33
Clear Creek	3	1	(X)	(X)	(X)	(X)	(X)	(X)
Conejos 1/	13	30	786	1,712	36	39	2	23
Costilla 1/	3	21	34	393	4	4	-	2
Crowley	13	17	467	643	18	25	43	30
Custer	4	4	58	131	13	9	1	4
Delta	31	25	1,125	2,538	69	95	27	71
Denver	697	934	182,368	393,958	7,714	11,086	223	16,733
Dolores	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Douglas	4	7	68	144	7	9	-	6
Eagle 2/	6	4	731	75	55	93	-	140
Elbert	11	16	319	846	15	18	1	32
El Paso	81	65	7,987	10,043	418	563	17	721
Fremont	25	22	1,424	1,472	94	97	16	69
Garfield	19	16	567	1,027	34	48	3	52
Gilpin	3	4	29	52	4	4	-	1
Grand	8	4	219	61	11	16	-	12
Gunnison	6	3	140	126	9	12	-	13
Hinsdale	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Huerfano	12	13	518	1,463	44	61	1	91
Jackson	1	3	(X)	259	(X)	(X)	(X)	(X)
Jefferson	10	6	185	172	20	28	1	37
Kiowa	12	12	200	923	13	13	-	48
Kit Carson 1/	33	45	555	11,096	39	41	1	33
Lake	6	6	192	397	10	15	3	14
La Plata	16	19	796	1,281	39	57	3	68
Larimer	42	35	1,625	4,351	88	118	3	223
Las Animas	42	28	3,233	12,863	179	220	17	277
Lincoln	17	20	391	4,092	25	29	1	64
Logan 1/	33	51	1,751	7,202	115	127	6	179
Mesa	43	36	4,626	8,167	258	345	27	760
Mineral	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Moffat	8	6	285	259	13	16	1	15
Montezuma	7	8	191	491	13	18	1	15
Montrose	18	22	660	2,373	31	32	10	35
Morgan	21	30	497	2,211	40	44	1	77
Otero	28	25	899	1,728	35	37	19	78
Ouray	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Park	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Phillips	21	27	550	3,130	32	38	1	97
Pitkin	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Prowers	25	36	667	4,341	62	81	3	107
Pueblo 2/	98	71	12,037	19,637	665	923	35	1,970
Rio Blanco	4	2	45	(X)	6	5	-	2
Rio Grande	19	32	1,151	5,820	40	81	24	73
Routt	11	16	174	310	11	13	1	13
Saguache	12	16	594	1,845	20	19	2	20
San Juan	2	2	(X)	(X)	(X)	(X)	(X)	(X)
San Miguel	3	3	41	82	3	3	-	3
Sedgwick	19	13	324	1,207	20	20	1	33
Summit	1	-	(X)	-	(X)	(X)	(X)	(X)
Teller	4	4	86	107	8	9	-	5
Washington	19	19	259	911	18	18	1	32
Weld	93	110	4,241	10,926	194	253	10	432
Yuma 2/	48	28	670	3,484	48	41	3	67
CONNECTICUT								
Total	1,412	1,369	336,829	320,351	13,721	21,424	645	49,673
Fairfield 6/	356	243	93,196	108,376	3,298	3,774	179	16,198
Hartford	415	383	92,976	153,683	4,685	6,548	212	19,984
Litchfield	37	37	3,197	3,649	185	262	20	353
Middlesex	32	26	3,438	4,068	226	333	19	345
New Haven	442	364	128,963	225,521	4,514	7,363	165	11,107
New London	119	85	18,631	19,234	689	960	26	1,405
Tolland	7	7	672	887	34	37	1	84
Windham	24	24	1,764	3,153	90	125	3	97
DELAWARE								
Total	259	286	59,182	118,087	1,783	3,244	97	7,233
Kent	38	44	2,390	4,300	88	130	14	183
New Castle	172	162	53,848	107,713	1,596	2,987	55	6,877
Sussex 1/	49	80	2,944	5,874	99	127	28	173
DISTRICT OF COLUMBIA								
Total	376	496	179,077	261,083	7,444	10,989	92	11,527
FLORIDA								
Total	2,051	2,054	280,305	466,635	15,446	19,171	1,794	22,368
Alachua	28	26	2,345	2,931	133	220	18	379
Baker	2	3	(X)	545	(X)	(X)	(X)	(X)
Bay	14	15	581	1,142	123	79	4	59
Bradford	5	14	115	882	9	19	1	6
Brevard	20	24	669	1,261	42	68	3	38
Broward	21	28	1,542	1,926	88	125	1	100
Calhoun	3	3	97	122	7	14	-	4
Charlotte	9	14	321	832	51	30	5	14
Citrus	17	7	470	175	37	39	1	26
Clay	2	7	(X)	144	(X)	(X)	(X)	(X)
Collier	13	4	842	246	69	78	9	53
Columbia	12	16	745	981	37	45	1	98

WHOLESALE DISTRIBUTION: 1933

Table 9 —WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
FLORIDA (continued)								
Dade	292	261	$37,000	$50,758	1,897	$2,641	$74	$2,866
De Soto	19	18	955	1,679	55	110	39	115
Dixie	3	9	121	332	9	11	-	15
Duval	276	357	75,279	181,814	2,937	3,946	70	7,144
Escambia	70	60	9,215	20,076	408	543	29	1,184
Flagler	6	5	135	116	10	13	1	8
Franklin	5	25	131	1,596	11	15	-	15
Gadsden	19	13	1,300	1,489	253	146	2	416
Gilchrist	3	11	145	300	6	8	-	39
Glades	4	7	77	319	6	8	-	4
Gulf	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Hamilton	2	9	(X)	496	(X)	(X)	(X)	(X)
Hardee	26	21	1,477	1,323	177	147	42	25
Hendry	4	4	489	325	16	28	-	32
Hernando	9	8	319	486	128	63	11	7
Highlands	15	15	1,257	818	136	127	39	33
Hillsborough	272	243	52,055	87,867	2,435	3,509	174	4,750
Holmes	6	4	418	171	30	23	-	32
Indian River	9	7	610	262	19	61	29	16
Jackson	22	30	1,250	2,369	59	131	60	255
Jefferson	10	13	321	472	36	33	1	46
Lafayette	4	2	38	(X)	1	2	1	1
Lake	31	35	1,841	3,492	84	185	64	41
Lee	18	15	749	2,214	42	89	24	45
Leon	14	16	715	1,891	54	91	1	248
Levy	17	16	228	522	25	24	-	23
Liberty	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Madison	8	9	196	410	13	21	-	14
Manatee	37	30	1,758	4,292	109	315	93	187
Marion	32	36	1,780	4,359	112	153	5	247
Martin	14	15	218	375	18	27	1	15
Monroe	29	25	1,471	2,135	46	69	7	141
Nassau	11	9	249	605	32	44	12	20
Okaloosa	5	4	138	134	9	15	-	5
Okeechobee	11	13	303	432	24	27	2	23
Orange 2/	113	62	36,605	15,992	1,639	1,277	69	719
Osceola	7	9	369	460	30	39	-	37
Palm Beach	68	74	6,322	10,296	349	484	13	457
Pasco	11	26	625	491	178	107	12	33
Pinellas	87	76	5,830	9,510	519	562	72	562
Polk	109	94	17,001	16,838	1,839	2,161	652	612
Putnam	17	26	992	4,976	147	108	4	67
St. Johns	34	18	2,112	4,399	81	143	26	86
St. Lucie	21	14	1,226	1,268	71	147	50	98
Santa Rosa	3	5	86	249	6	14	1	3
Sarasota	17	17	1,189	1,727	154	130	14	42
Seminole	16	30	3,178	7,514	197	151	1	33
Sumter	13	12	343	990	82	26	2	11
Suwannee	9	12	304	824	21	32	1	12
Taylor	11	9	657	818	26	46	4	83
Union	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Volusia	49	46	2,908	3,519	221	303	46	671
Wakulla	4	2	90	(X)	7	6	-	5
Walton	7	8	243	365	24	37	1	45
Washington	3	3	83	594	7	9	-	4
GEORGIA								
Total	2,275	3,183	429,242	1,016,496	15,244	21,059	470	57,442
Appling 1/	8	32	373	1,324	15	27	1	17
Atkinson	1	4	(X)	93	(X)	(X)	(X)	(X)
Bacon	2	4	(X)	260	(X)	(X)	(X)	(X)
Baker	-	-	-	-	-	-	-	-
Baldwin	17	14	1,514	2,223	68	81	1	145
Banks	2	-	(X)	-	(X)	(X)	(X)	(X)
Barrow	5	25	319	1,909	16	21	-	22
Bartow 1/	11	25	515	3,937	26	34	1	35
Ben Hill	15	10	377	909	27	39	6	32
Berrien	6	7	243	1,429	10	16	1	14
Bibb	86	89	13,930	25,500	656	827	33	1,404
Bleckley 1/	3	23	157	616	8	10	-	12
Brantley	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Brooks	12	10	330	625	26	26	1	22
Bryan	1	3	(X)	88	(X)	(X)	(X)	(X)
Bulloch	12	29	1,278	2,029	47	51	-	96
Burke	12	15	467	2,252	27	39	-	68
Butts	5	6	125	163	9	16	-	7
Calhoun	9	11	697	1,411	185	65	11	128
Camden	3	4	80	2,161	4	8	-	3
Campbell	-	7	-	259	-	-	-	-
Candler	17	15	358	1,229	9	12	-	13
Carroll 1/	11	33	678	5,410	28	42	1	39
Catoosa	-	-	-	-	-	-	-	-
Charlton	2	3	(X)	75	(X)	(X)	(X)	(X)
Chatham	187	187	$55,346	$121,484	1,207	$1,591	$31	$5,705
Chattahoochee	-	2	-	(X)	-	-	-	-
Chattooga	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Cherokee	7	8	441	954	24	34	-	56
Clarke	37	43	8,787	17,329	214	258	6	506
Clay	2	5	(X)	358	(X)	(X)	(X)	(X)
Clayton	2	8	(X)	537	(X)	(X)	(X)	(X)
Clinch	3	3	146	200	7	11	-	5
Cobb	9	21	677	3,191	34	69	1	56
Coffee	11	17	1,204	1,706	30	41	3	79
Colquitt 1/	25	63	1,637	12,526	77	93	4	146
Columbia	3	3	73	72	5	9	1	4
Cook	6	9	194	1,365	7	12	-	5
Coweta	12	18	9,857	3,641	77	74	1	682
Crawford	-	2	-	(X)	-	-	-	-
Crisp 1/	15	32	968	6,681	109	96	17	147
Dade	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Dawson	-	-	-	-	-	-	-	-
Decatur	12	18	439	1,923	35	49	5	75
De Kalb	8	15	583	2,008	24	36	1	16
Dodge	7	17	508	1,846	27	35	1	42
Dooly	10	22	291	1,077	16	28	2	7
Dougherty	45	42	8,215	23,842	379	441	18	1,033
Douglas	3	7	202	371	9	16	1	7
Early	4	9	305	2,023	17	20	-	28
Echols	-	3	-	36	-	-	-	-
Effingham	4	4	169	163	7	12	1	11
Elbert	9	12	730	1,932	32	44	1	68
Emanuel	22	66	736	2,169	31	50	2	58
Evans	9	12	226	706	17	24	1	16
Fannin	6	3	342	809	13	14	-	36
Fayette	1	5	(X)	85	(X)	(X)	(X)	(X)
Floyd	33	40	5,063	14,544	151	206	4	452
Forsythe	-	3	-	278	-	-	-	-
Franklin	9	17	410	1,871	14	20	1	23
Fulton	661	753	221,035	505,426	7,634	11,907	169	28,308
Gilmer	3	11	100	291	6	6	-	9
Glascock	-	1	-	(X)	-	-	-	-
Glynn	24	34	2,327	19,829	99	127	4	225
Gordon	7	9	214	527	17	29	2	15
Grady	6	23	259	1,566	20	24	2	15
Greene	5	12	93	208	7	13	-	4
Gwinnett	7	9	653	579	20	49	1	25
Habersham	13	12	780	828	39	53	2	70
Hall	29	33	3,685	6,029	140	168	7	319
Hancock	4	12	119	483	6	7	-	3
Haralson	3	7	120	362	6	9	-	13
Harris	3	3	51	107	7	7	-	3
Hart	4	28	107	1,094	6	13	-	8
Heard	-	-	-	-	-	-	-	-
Henry 1/	2	18	(X)	711	(X)	(X)	(X)	(X)
Houston	4	8	93	302	6	12	-	6
Irwin 1/	2	19	(X)	430	(X)	(X)	(X)	(X)
Jackson	16	20	992	1,343	52	44	3	196
Jasper	4	7	133	397	6	8	-	9
Jeff Davis	6	2	150	(X)	4	8	-	3
Jefferson 1/	10	32	208	1,417	16	27	4	23
Jenkins	7	18	326	484	12	24	-	31
Johnson 1/	3	14	49	481	6	8	-	4
Jones	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Lamar	6	4	107	174	9	12	-	11
Lanier	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Laurens 1/	16	57	2,051	4,219	80	87	4	151
Lee	-	1	-	(X)	-	-	-	-
Liberty	3	2	95	(X)	9	15	1	2
Lincoln	10	3	70	365	1	1	-	2
Long	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Lowndes	35	36	3,212	7,312	112	160	6	302
Lumpkin	-	1	-	(X)	-	-	-	-
McDuffie	12	14	606	553	43	31	1	44
McIntosh	3	1	37	(X)	2	4	-	2
Macon	3	14	130	1,548	5	11	-	12
Madison 1/	2	24	(X)	959	(X)	(X)	(X)	(X)
Marion	6	2	219	(X)	6	6	-	17
Meriwether	8	10	302	1,551	14	22	4	14
Miller	4	1	146	(X)	2	5	-	20
Milton	-	6	-	146	-	-	-	-
Mitchell	17	14	492	1,456	35	49	9	71
Monroe	5	7	173	331	8	11	2	25
Montgomery	1	7	(X)	343	(X)	(X)	(X)	(X)
Morgan	2	12	(X)	808	(X)	(X)	(X)	(X)
Murray	1	6	(X)	252	(X)	(X)	(X)	(X)
Muscogee	64	63	11,113	17,462	1,103	791	12	965
Newton	6	20	472	1,530	22	27	-	47
Oconee	-	3	-	79	-	-	-	-

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Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
GEORGIA (continued)								
Oglethorpe	3	11	$53	$181	2	$6	-	$2
Paulding	3	6	79	345	3	5	-	2
Peach	6	9	334	901	16	23	-	31
Pickens	5	-	143	-	5	8	$1	11
Pierce	3	12	522	368	9	11	2	14
Pike	1	12	(X)	453	(X)	(X)	(X)	(X)
Polk	14	17	14,435	8,371	119	254	1	12,055
Pulaski	12	18	512	1,895	13	26	1	36
Putnam	4	8	146	459	10	9	1	4
Quitman	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Rabun	4	2	158	(X)	8	15	-	12
Randolph	26	27	831	2,034	40	51	13	174
Richmond	117	119	22,604	83,767	651	853	17	2,754
Rockdale	2	6	(X)	1,290	(X)	(X)	(X)	(X)
Schley	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Screven 1/	6	40	270	2,501	13	18	-	25
Seminole	10	4	393	343	18	20	2	19
Spalding	17	17	3,563	5,180	198	231	3	485
Stephens	7	4	372	203	22	28	1	22
Stewart	9	12	276	771	15	18	1	37
Sumter	18	26	1,247	3,864	75	104	4	246
Talbot	2	3	(X)	112	(X)	(X)	(X)	(X)
Taliaferro	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Tattnall	3	5	73	364	4	10	-	3
Taylor	6	7	154	403	7	10	1	10
Telfair	7	17	446	1,775	18	26	-	47
Terrell 1/	13	15	363	4,130	17	29	11	60
Thomas	21	32	1,110	3,576	74	101	-	126
Tift	16	19	1,341	4,724	46	71	13	106
Toombs	11	19	561	2,931	43	43	3	102
Towns	-	-	-	-	-	-	-	-
Treutlen	1	14	(X)	631	(X)	(X)	(X)	(X)
Troup	22	30	1,215	4,599	74	103	3	106
Turner	6	4	109	147	11	17	2	3
Twiggs	2	6	(X)	56	(X)	(X)	(X)	(X)
Union	1	4	(X)	59	(X)	(X)	(X)	(X)
Upson	9	12	1,260	1,245	41	66	-	60
Walker	7	7	467	474	25	36	1	44
Walton	9	20	613	1,802	41	41	-	96
Ware	28	24	2,024	7,282	111	148	3	125
Warren	4	4	99	138	8	14	-	5
Washington	15	41	513	1,933	54	32	2	55
Wayne	6	8	107	1,842	10	16	-	6
Webster	-	5	-	88	-	-	-	-
Wheeler	2	2	(X)	(X)	(X)	(X)	(X)	(X)
White	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Whitfield	13	18	757	1,299	33	53	1	78
Wilcox	2	8	(X)	412	(X)	(X)	(X)	(X)
Wilkes	10	8	554	336	23	28	-	33
Wilkinson	3	3	45	82	2	6	-	3
Worth	9	9	297	900	11	15	1	17
IDAHO								
Total	768	674	50,689	98,462	2,078	3,257	443	6,124
Ada	70	56	10,108	13,508	345	515	14	1,055
Adams	5	4	81	91	7	8	-	4
Bannock	58	42	6,762	8,493	265	451	13	964
Bear Lake	6	14	127	374	8	14	-	14
Benewah	5	3	80	81	7	9	-	10
Bingham	44	28	1,572	2,156	73	116	40	208
Blaine	6	1	110	(X)	5	7	-	11
Boise	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Bonner	15	10	429	640	37	38	3	30
Bonneville	48	48	4,357	8,659	163	235	25	512
Boundary	7	3	193	116	10	14	-	16
Butte	4	3	45	83	5	6	-	5
Camas	6	6	126	464	5	8	1	5
Canyon	42	44	3,006	8,162	139	218	51	210
Caribou	3	2	(X)	(X)	(X)	(X)	(X)	(X)
Cassia	22	19	993	1,268	46	64	4	92
Clark	3	2	59	(X)	4	6	-	5
Clearwater	4	4	157	129	6	15	1	7
Custer	3	1	52	(X)	3	6	-	4
Elmore	7	7	129	207	11	15	1	13
Franklin	10	8	275	716	16	21	2	27
Fremont 1/	15	27	543	4,009	29	52	14	54
Gem	7	9	182	669	15	39	26	16
Gooding	9	11	281	802	13	20	2	23
Idaho	19	16	403	1,065	17	25	3	37
Jefferson	15	16	409	1,368	24	25	7	87
Jerome	18	10	1,233	1,758	32	65	27	123
Kootenai	17	19	567	1,005	45	60	1	43
Latah 2/	18	21	764	2,149	37	51	1	115
Lemhi	6	6	$205	$206	7	$11	-	$14
Lewis	13	15	323	1,463	11	20	$2	16
Lincoln	6	8	125	492	7	10	-	12
Madison	14	15	358	1,193	17	22	2	39
Minidoka	14	10	440	706	8	32	20	28
Nez Perce	40	38	4,276	9,008	203	303	19	722
Oneida 1/	7	9	101	1,238	9	16	2	11
Owyhee	3	-	90	-	3	10	6	4
Payette	18	19	1,427	2,691	34	103	58	205
Power	6	14	203	1,599	14	21	1	28
Shoshone	18	14	1,867	3,179	66	140	36	378
Teton	11	10	154	505	14	16	-	12
Twin Falls 2/	103	57	6,929	13,443	250	344	50	849
Valley	5	4	145	136	11	18	1	11
Washington	16	18	915	2,392	54	81	10	158
ILLINOIS								
Total	11,924	11,587	2,816,346	6,861,067	89,344	150,174	4,231	195,134
Adams	107	118	11,102	21,736	717	938	47	1,867
Alexander	36	51	3,246	13,234	242	282	23	657
Bond	17	18	484	894	32	35	3	-
Boone	13	8	470	589	30	43	1	79
Brown	24	26	1,176	897	36	31	2	100
Bureau 2/	67	46	5,211	6,965	109	125	8	310
Calhoun	4	-	176	-	9	10	-	42
Carroll	21	26	490	1,698	20	26	2	49
Cass	22	26	602	1,889	42	56	1	76
Champaign 2/	179	126	11,886	18,289	365	428	26	1,012
Christian	60	62	3,247	5,394	128	170	12	346
Clark	30	27	646	1,061	34	40	1	42
Clay	24	27	560	1,436	21	32	1	23
Clinton	20	18	561	584	26	44	5	57
Coles	81	64	4,031	6,998	219	242	24	396
Cook	6,378	6,869	2,354,149	5,929,241	71,744	126,437	3,074	159,397
Crawford	30	25	3,786	2,117	219	272	3	191
Cumberland	16	8	400	138	14	16	2	45
De Kalb 2/	64	37	3,544	4,432	127	179	17	345
De Witt	52	49	2,009	4,752	58	64	8	215
Douglas	51	39	2,185	3,641	87	99	5	240
Du Page 2/	35	15	3,832	1,362	67	114	5	86
Edgar	51	34	2,000	4,651	80	114	18	321
Edwards	12	15	454	1,261	29	30	1	28
Effingham 2/	43	26	1,115	1,984	47	53	5	178
Fayette	30	30	998	2,341	47	52	2	46
Ford	48	46	2,181	4,565	74	98	5	129
Franklin	45	44	1,807	3,187	116	151	8	222
Fulton	55	50	1,853	3,748	104	140	16	200
Gallatin	11	16	450	757	46	38	1	33
Greene	26	27	807	1,593	45	58	1	145
Grundy	33	24	1,460	2,982	55	88	3	166
Hamilton	12	13	396	686	20	19	1	6
Hancock	82	72	2,487	4,782	69	90	8	260
Hardin	4	3	47	134	1	3	-	4
Henderson	18	16	507	1,292	15	14	1	36
Henry 2/	80	60	4,227	6,625	172	203	12	337
Iroquois 2/	116	88	5,810	10,572	178	219	12	505
Jackson	43	35	5,050	1,967	170	375	6	412
Jasper	27	17	775	1,322	22	24	3	29
Jefferson 2/	49	30	2,066	4,336	159	179	12	220
Jersey	21	14	695	812	28	31	1	134
Jo Daviess	24	19	722	1,308	32	47	1	88
Johnson	15	11	187	151	10	15	2	10
Kane	120	105	10,471	19,680	602	848	13	1,046
Kankakee 2/	77	50	4,319	7,872	242	333	21	644
Kendall	17	20	1,008	2,660	33	42	7	79
Knox	72	75	5,877	11,477	271	388	17	663
Lake 2/	70	47	8,393	6,126	401	429	23	509
La Salle	140	117	9,045	19,038	399	600	28	791
Lawrence	30	32	2,557	2,412	126	217	2	152
Lee	54	41	3,265	5,327	125	160	3	335
Livingston	85	91	5,289	12,170	115	137	11	254
Logan	73	58	2,756	7,996	96	126	13	161
McDonough 2/	61	42	3,619	8,870	108	151	11	401
McHenry	33	30	1,352	2,356	45	67	6	47
McLean	146	120	11,644	26,467	375	773	21	1,275
Macon	139	125	14,873	30,832	740	920	31	1,857
Macoupin	53	58	1,596	3,185	72	94	11	144
Madison	90	70	8,228	9,165	514	746	16	1,098
Marion 2/	56	29	2,593	3,373	145	170	11	251
Marshall	38	33	1,780	2,875	52	60	5	187
Mason	56	53	2,309	3,477	73	81	4	104
Massac 2/	22	9	933	792	80	96	9	148
Menard	52	27	1,258	2,164	38	45	3	131

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An X in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of establishments		Net sales		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
ILLINOIS (continued)								
Mercer 2/	31	15	$1,230	$783	22	$31	$2	$39
Monroe	20	12	598	687	29	39	5	164
Montgomery	61	38	2,127	1,916	118	134	10	228
Morgan	71	55	3,646	8,335	187	211	13	385
Moultrie	31	35	1,503	3,674	39	42	2	96
Ogle	48	47	1,674	3,086	61	88	5	141
Peoria	290	247	55,319	101,454	1,925	2,872	103	3,828
Perry	29	19	970	893	81	98	6	111
Piatt	52	61	2,250	6,681	62	78	6	288
Pike	31	47	1,051	2,168	47	69	7	180
Pope	4	4	38	409	1	3	-	2
Pulaski	6	6	57	159	2	4	-	1
Putnam	19	11	656	1,206	28	28	2	78
Randolph	36	30	783	1,293	42	54	1	65
Richland	20	24	468	1,791	22	31	6	39
Rock Island 2/	118	74	8,410	21,237	568	863	42	1,103
St. Clair	186	189	88,520	260,792	1,219	2,079	101	984
Saline	39	29	1,943	2,406	127	168	7	262
Sangamon	174	175	27,671	43,555	1,030	1,316	30	1,513
Schuyler 2/	23	7	726	529	69	66	7	117
Scott	15	13	626	1,404	16	19	1	76
Shelby 2/	60	34	1,426	2,229	69	57	3	113
Stark	22	17	897	1,710	21	29	2	86
Stephenson	81	63	8,907	9,684	360	316	18	526
Tazewell	63	79	3,508	10,324	150	188	8	420
Union	33	26	1,078	1,148	42	46	6	38
Vermilion 2/	163	134	9,261	20,648	417	549	39	1,129
Wabash	24	25	778	1,459	31	36	4	49
Warren	41	39	1,809	3,425	69	99	7	196
Washington	25	23	874	1,343	36	43	3	50
Wayne	19	18	787	2,017	48	64	4	127
White	27	39	695	1,330	44	47	4	49
Whiteside	53	47	5,011	6,377	131	170	11	328
Will	104	90	10,489	17,901	639	860	37	1,069
Williamson 2/	60	39	2,427	4,290	125	161	13	266
Winnebago	148	112	13,363	30,231	702	1,050	58	1,470
Woodford	37	35	1,738	5,554	54	67	5	159
INDIANA								
Total	4,240	3,734	425,743	921,561	19,061	26,580	943	38,740
Adams	40	35	2,349	5,776	136	143	6	295
Allen	214	181	32,091	58,137	1,793	2,470	71	3,918
Bartholomew	27	37	996	1,932	60	87	2	100
Benton	43	31	2,043	3,248	66	80	5	124
Blackford	17	9	520	425	61	53	1	79
Boone	33	27	1,048	1,255	67	96	5	90
Brown	3	1	46	(X)	1	4	-	6
Carroll	35	22	1,639	3,295	64	69	7	51
Cass 8/	79	43	5,986	5,421	239	273	13	384
Clark	24	14	925	1,162	39	51	1	57
Clay	28	25	758	1,284	38	59	3	56
Clinton	53	39	3,250	3,482	149	171	4	220
Crawford	7	4	398	320	8	11	-	11
Daviess	19	21	631	2,562	47	70	17	83
Dearborn	20	15	527	645	36	53	1	32
Decatur	34	33	1,534	3,178	72	81	6	95
De Kalb	31	21	898	1,220	39	59	5	69
Delaware	78	57	5,730	12,999	297	381	11	559
Dubois	18	11	939	982	53	67	3	60
Elkhart	77	53	4,219	5,894	242	347	10	867
Fayette	26	15	980	1,052	60	75	6	81
Floyd	46	30	1,883	5,819	144	167	14	205
Fountain	33	28	945	2,881	34	56	4	51
Franklin	19	12	489	531	25	39	1	21
Fulton	29	32	840	1,925	42	44	2	35
Gibson	39	35	1,302	1,483	82	112	4	137
Grant	53	48	2,304	7,234	163	193	19	220
Greene	34	29	1,108	1,653	86	88	9	98
Hamilton	29	28	945	1,897	60	80	3	73
Hancock	27	16	699	693	35	35	3	51
Harrison	8	10	170	408	7	15	1	10
Hendricks	28	19	588	955	35	65	2	37
Henry	35	33	1,170	2,418	30	105	6	147
Howard 8/	58	26	2,998	3,681	184	308	7	296
Huntington	44	58	1,550	3,442	98	135	3	232
Jackson	30	20	685	2,156	30	79	1	54
Jasper	45	47	1,498	2,808	87	119	4	99
Jay	40	34	1,431	3,354	95	111	5	180
Jefferson 8/	46	20	1,922	1,747	174	163	7	337
Jennings 8/	13	3	179	178	16	15	-	4
Johnson	23	31	707	707	32	63	2	85
Knox	50	56	5,983	6,647	208	240	12	495
Kosciusko	52	34	1,494	2,010	72	103	9	120
INDIANA (continued)								
Lagrange	17	11	$448	$631	22	$38	$1	$27
Lake 9/	169	111	18,010	38,987	889	1,310	59	1,441
La Porte	67	56	3,223	6,189	211	301	24	377
Lawrence	31	18	1,387	1,139	89	111	4	164
Madison	80	59	4,116	6,472	274	362	14	448
Marion 10/	614	749	190,334	461,082	6,481	9,778	279	15,064
Marshall 8/	37	12	2,701	526	82	107	9	439
Martin	10	11	331	427	11	14	2	12
Miami 8/	44	22	1,573	2,169	92	109	6	196
Monroe	25	22	1,431	2,601	131	186	5	150
Montgomery	31	40	3,038	5,817	190	244	4	177
Morgan	20	11	412	569	17	36	1	18
Newton	35	23	1,820	1,604	93	118	8	100
Noble	33	25	1,165	2,374	71	98	6	100
Ohio	3	2	68	(X)	3	5	-	4
Orange	15	12	645	1,597	28	35	1	42
Owen	12	13	240	681	15	21	1	18
Parke	20	24	663	947	58	79	1	62
Perry	12	5	220	210	14	17	1	19
Pike	8	17	578	1,086	25	31	2	47
Porter	31	18	1,595	1,673	78	109	5	82
Posey	15	26	291	662	18	27	2	25
Pulaski	33	24	1,654	1,651	41	49	3	77
Putnam	31	24	576	1,243	31	59	2	56
Randolph	53	44	2,016	6,068	96	111	3	340
Ripley	38	31	380	1,372	31	38	2	26
Rush	36	35	1,458	2,301	74	85	3	73
St. Joseph	141	145	15,032	42,741	970	1,267	38	1,883
Scott	14	5	331	151	14	18	3	18
Shelby	36	33	1,534	2,146	76	87	4	151
Spencer	8	11	760	1,227	19	27	5	15
Starke	26	19	959	1,780	53	54	4	41
Steuben	27	23	687	1,501	31	44	4	43
Sullivan	34	21	814	947	38	63	3	69
Switzerland	3	1	105	(X)	12	9	2	4
Tippecanoe	88	59	8,504	9,758	380	470	15	447
Tipton	29	21	915	1,254	56	49	6	47
Union	16	19	367	578	19	21	2	42
Vanderburg 10/	147	194	30,552	61,355	1,139	1,791	53	2,422
Vermillion	18	26	641	1,114	51	40	1	38
Vigo	129	127	18,218	51,020	1,076	1,313	28	2,520
Wabash 8/	68	38	2,279	5,892	92	117	7	163
Warren	21	28	651	1,632	25	29	1	44
Warrick	13	16	209	427	10	21	1	15
Washington	14	7	415	221	35	39	1	48
Wayne	68	64	3,307	15,305	218	305	9	714
Wells 8/	30	13	1,505	1,007	170	121	5	141
White	47	45	1,486	3,001	62	83	3	58
Whitley	36	33	1,331	2,349	64	81	5	107
IOWA								
Total	5,252	4,954	484,433	1,067,006	19,376	25,393	1,179	39,911
Adair	29	29	1,567	4,359	28	30	2	59
Adams	26	20	979	1,168	44	46	2	18
Allamakee 8/	51	20	894	870	52	43	1	126
Appanoose	31	32	1,174	3,933	85	124	6	114
Audubon 1/	16	24	377	1,926	16	26	3	20
Benton	62	52	3,291	4,971	107	113	9	145
Black Hawk	121	93	10,936	26,811	502	686	38	1,352
Boone	54	52	3,206	5,090	117	143	19	162
Bremer 8/	50	28	5,522	2,349	259	232	61	181
Buchanan	47	53	2,631	3,809	177	163	20	313
Buena Vista	63	58	2,996	8,190	154	125	6	190
Butler	49	40	1,856	3,049	41	44	5	33
Calhoun	63	48	2,201	5,220	78	90	9	134
Carroll 8/	75	51	3,179	6,740	94	132	10	166
Cass 1/	33	36	898	3,181	35	49	5	66
Cerro Gordo	81	76	14,673	14,165	458	696	24	1,595
Cherokee	28	26	1,023	2,077	49	61	4	133
Chickasaw	38	34	1,646	2,722	55	68	8	59
Clarke	23	24	670	2,289	28	44	16	20
Clay	49	40	1,637	5,153	70	102	11	151
Clayton 8/	72	57	2,976	8,419	165	171	24	162
Clinton	62	63	5,946	9,156	257	330	5	491
Crawford 8/	49	33	816	3,050	34	45	2	76
Dallas	62	40	1,520	3,222	69	65	2	90
Davis 8/	25	13	812	513	35	51	2	48
Decatur 1/	19	41	522	2,180	14	26	4	11
Delaware	42	37	1,945	3,712	70	78	3	46
Des Moines	58	58	7,938	22,964	778	850	8	3,815
Dickinson	34	31	1,421	5,634	62	70	2	116
Dubuque	120	80	12,057	19,857	812	1,018	56	1,985

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
IOWA (continued)								
Emmet	39	33	$1,777	$2,999	78	$84	$10	$209
Fayette 8/	66	34	2,364	1,629	91	119	15	141
Floyd	38	42	1,649	3,234	84	107	2	86
Franklin	30	23	1,079	2,514	35	50	1	104
Fremont	35	36	1,070	3,049	30	37	4	44
Greene	52	39	1,707	3,683	84	92	6	191
Grundy 1/	19	42	536	5,164	26	42	4	60
Guthrie	51	33	2,400	4,089	63	72	5	101
Hamilton	67	62	4,265	9,774	153	163	44	181
Hancock	49	39	2,524	5,206	108	106	5	96
Hardin	68	65	2,831	8,623	114	132	6	144
Harrison	48	33	1,538	1,894	50	63	5	88
Henry 1/	14	40	468	4,123	29	37	-	24
Howard	49	40	2,456	4,524	65	84	18	115
Humboldt	40	39	1,393	3,765	39	50	2	113
Ida	36	20	1,143	1,881	38	49	7	49
Iowa	31	41	1,031	5,486	55	43	3	73
Jackson	39	28	1,974	1,228	43	67	9	43
Jasper	48	48	2,096	6,892	59	86	5	129
Jefferson	31	39	862	2,646	44	49	4	49
Johnson	39	43	1,675	4,423	86	129	4	180
Jones	42	38	1,672	3,893	83	100	12	90
Keokuk 1/	24	49	519	2,898	23	31	2	33
Kossuth	63	68	3,056	8,253	81	114	3	186
Lee	61	59	5,507	10,714	350	477	14	899
Linn	175	149	35,923	56,778	1,335	1,854	63	3,027
Louisa	12	16	583	1,257	23	31	1	32
Lucas	28	29	1,483	3,196	68	75	2	124
Lyon	42	29	799	2,364	42	48	1	94
Madison	26	23	679	777	38	45	1	41
Mahaska	32	38	1,794	6,240	89	113	9	152
Marion 1/	34	48	1,307	6,530	73	62	2	65
Marshall	70	96	6,222	14,094	257	348	10	658
Mills	22	21	861	2,133	54	52	1	63
Mitchell	28	38	1,174	4,099	50	58	12	64
Monona	49	37	1,802	3,598	53	65	3	122
Monroe	14	9	350	437	20	25	-	24
Montgomery	35	25	1,316	3,674	82	87	7	55
Muscatine	52	69	2,512	7,342	167	173	13	281
O'Brien	69	43	3,007	3,433	82	101	10	142
Osceola	38	34	830	4,652	42	43	5	104
Page	45	37	1,643	4,419	108	121	3	179
Palo Alto	58	55	2,133	6,496	79	95	3	119
Plymouth	53	38	1,209	3,552	48	75	3	129
Pocahontas	50	39	1,245	3,727	42	55	2	73
Polk	327	369	76,141	158,474	3,495	5,508	134	7,139
Pottawattamie	84	65	8,144	20,184	568	674	14	1,517
Poweshiek	40	51	1,016	4,068	52	67	5	71
Ringgold 1/	20	37	430	2,054	18	19	2	15
Sac 8/	61	35	3,148	3,488	56	74	6	157
Scott	141	158	21,724	47,600	1,138	1,477	49	2,286
Shelby	38	27	1,243	2,096	49	76	19	82
Sioux	48	42	2,465	6,126	83	94	9	168
Story	78	76	5,224	9,433	148	219	27	296
Tama 1/	39	63	2,114	7,828	64	107	11	97
Taylor	34	35	661	2,044	23	28	4	32
Union	39	33	1,186	5,616	87	91	2	115
Van Buren	45	42	1,148	2,282	69	76	2	33
Wapello	51	51	5,452	11,234	295	414	31	654
Warren	24	24	426	3,373	25	38	2	38
Washington 1/	27	44	652	4,463	46	52	4	55
Wayne 1/	27	46	1,028	3,958	62	49	2	36
Webster	92	95	6,442	18,836	339	417	10	882
Winnebago	43	27	1,921	2,755	52	80	10	56
Winneshiek 8/	45	23	2,082	3,222	114	134	11	104
Woodbury	305	307	107,314	287,876	2,921	4,054	128	4,848
Worth	29	24	1,363	1,555	26	36	3	43
Wright 1/	43	52	1,559	8,412	52	69	6	128
KANSAS								
Total	5,012	4,322	299,123	888,677	12,896	16,953	822	34,922
Allen	43	39	1,559	2,670	88	92	3	132
Anderson	33	26	1,012	1,731	115	102	1	70
Atchinson	43	41	4,903	20,265	254	342	23	1,135
Barber 3/	65	35	1,050	2,229	43	45	8	88
Barton 11/	86	58	3,530	15,593	142	193	13	318
Bourbon 3/	70	51	1,677	4,648	145	128	5	182
Brown	50	47	1,179	2,631	49	57	5	78
Butler	60	52	1,337	4,131	86	105	6	342
Chase	13	12	161	407	15	21	1	10
Chautauqua	14	11	180	719	14	21	5	18
Cherokee	43	47	1,275	4,001	66	86	1	212
Cheyenne	19	22	707	2,341	32	41	1	52

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
KANSAS (continued)								
Clark	21	17	$486	$2,450	23	$30	$8	$63
Clay	38	49	1,522	4,755	53	63	9	112
Cloud	49	56	3,089	10,328	211	233	19	233
Coffey	39	33	1,113	1,959	54	78	30	66
Comanche	23	14	598	2,160	41	35	28	93
Cowley 3/	83	51	4,619	6,658	303	428	4	701
Crawford	85	92	5,399	13,747	262	377	18	595
Decatur	38	22	774	2,232	36	44	12	79
Dickinson 1/	97	73	2,528	11,032	131	165	19	218
Doniphan	12	28	471	1,551	15	33	1	38
Douglas	43	42	2,321	4,446	146	215	1	365
Edwards	42	44	1,081	5,764	49	46	3	88
Elk	18	21	158	536	17	19	5	16
Ellis	50	33	2,445	6,967	146	177	2	235
Ellsworth	40	42	1,202	3,238	63	83	21	156
Finney 1/	28	19	958	11,189	55	79	8	122
Ford	97	71	6,839	34,962	363	432	6	1,166
Franklin	42	44	2,450	6,563	125	191	3	287
Geary	20	15	1,384	1,058	54	84	1	121
Gove	35	21	985	2,493	31	40	1	94
Graham	28	22	561	1,749	30	30	4	58
Grant 1/	23	18	437	3,864	16	16	-	107
Gray 1/	41	37	818	7,333	39	48	3	237
Greeley	12	2	242	(X)	11	15	1	21
Greenwood	37	43	704	1,712	46	70	6	121
Hamilton	17	11	473	878	27	34	14	97
Harper	76	42	2,044	4,929	96	98	1	260
Harvey	53	50	2,073	5,338	142	198	-	380
Haskell 1/	19	16	253	2,997	22	26	-	96
Hodgeman	16	14	269	2,008	14	13	4	20
Jackson	43	44	600	1,978	39	46	2	46
Jefferson	27	32	520	1,146	38	44	8	22
Jewell	31	37	993	4,740	41	55	2	62
Johnson	22	31	492	1,962	27	43	1	48
Kearny	14	11	239	773	10	12	1	30
Kingman	72	47	1,026	3,311	54	56	2	128
Kiowa	29	26	595	2,844	32	38	1	86
Labette	85	59	3,841	6,220	102	132	5	171
Lane	25	14	493	2,849	26	26	2	67
Leavenworth	46	41	1,989	2,537	155	197	14	228
Lincoln	48	34	913	2,103	44	47	1	74
Linn	15	30	343	1,587	14	24	1	21
Logan	37	21	732	2,085	44	53	1	79
Lyon	62	41	3,612	4,253	167	201	15	380
McPherson 3/	106	55	5,222	3,244	143	204	20	848
Marion	72	50	1,544	4,012	102	109	5	164
Marshall	82	79	2,123	5,226	116	100	5	169
Meade	32	21	828	4,198	49	53	3	155
Miami	36	32	903	1,627	49	69	1	73
Mitchell	50	44	2,804	5,488	65	90	9	144
Montgomery 7/	82	74	4,266	14,080	227	291	17	470
Morris	34	25	2,116	2,105	69	106	10	61
Morton	25	23	616	3,369	32	41	1	58
Nemaha	54	59	1,446	3,673	76	87	3	108
Neosho	51	40	1,198	3,526	72	91	8	238
Ness	52	46	1,019	5,502	52	55	4	70
Norton	41	27	1,697	4,085	66	75	8	120
Osage	46	28	835	1,283	58	58	3	63
Osborne	39	48	706	3,590	38	53	5	64
Ottawa	39	39	1,318	2,675	43	48	3	67
Pawnee	49	43	1,367	6,102	55	66	4	107
Phillips	44	41	1,486	4,306	52	56	4	138
Pottawatomie	37	40	615	3,323	48	57	4	68
Pratt	46	52	1,246	4,556	75	92	1	154
Rawlins	24	22	710	3,212	37	41	1	57
Reno	157	134	22,942	106,374	330	789	21	3,235
Republic	38	42	798	1,656	38	47	2	55
Rice	61	51	2,872	5,306	98	112	10	185
Riley	38	41	1,879	5,482	82	112	13	121
Rooks	36	35	642	3,804	37	40	1	69
Rush	33	26	521	3,255	42	44	1	75
Russell	62	48	1,238	3,099	63	64	3	132
Saline	117	76	18,618	31,711	752	933	19	1,855
Scott	21	16	381	1,260	17	24	1	83
Sedgwick	354	328	70,391	171,599	2,475	3,566	128	7,739
Seward 1/	31	28	1,571	13,344	91	106	4	236
Shawnee	122	122	15,132	57,920	775	1,049	38	2,268
Sheridan	19	14	178	973	16	16	-	17
Sherman	23	17	881	2,945	52	70	2	154
Smith	42	38	930	3,192	36	43	5	91
Stafford	48	40	1,123	3,848	47	56	3	177
Stanton	21	14	717	2,125	24	26	2	107
Stevens 1/	26	19	283	2,573	21	20	-	34
Sumner	109	79	2,384	3,139	115	135	5	468
Thomas	45	44	2,966	7,082	115	135	10	236

Census of American Business

WHOLESALE DISTRIBUTION: 1933

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(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
KANSAS (continued)								
Trego	53	29	$1,331	$2,028	62	$74	$1	$108
Wabaunsee	29	32	382	1,575	26	28	-	24
Wallace	14	9	123	(X)	13	14	-	20
Washington	43	43	976	2,821	49	54	5	69
Wichita	11	11	261	848	8	13	1	55
Wilson	30	29	415	1,070	32	41	1	41
Woodson	19	31	442	2,397	21	31	2	35
Wyandotte	73	105	31,425	95,355	1,256	1,862	69	3,513
KENTUCKY								
Total	2,007	2,027	272,895	522,495	13,017	16,564	1,318	54,113
Adair	10	7	366	276	15	18	-	25
Allen	9	8	204	1,275	16	20	2	10
Anderson	7	8	257	520	9	8	1	37
Ballard 1/	1	28	(X)	559	(X)	(X)	(X)	(X)
Barren 8/	22	15	1,520	2,431	79	103	27	125
Bath	3	2	26	(X)	4	4	1	3
Bell	27	23	1,833	5,582	96	124	5	257
Boone	5	2	9	(X)	4	1	-	-
Bourbon 8/	24	14	3,551	5,698	194	153	16	523
Boyd 8/	50	35	7,937	15,562	445	455	7	768
Boyle 12/	23	18	2,581	19,157	109	171	32	143
Bracken 8/	16	6	62	84	15	8	-	2
Breathitt	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Breckinridge 1/	4	19	50	440	8	12	-	12
Bullitt	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Butler	1	4	(X)	59	(X)	(X)	(X)	(X)
Caldwell	5	6	193	179	16	16	-	17
Calloway 8/	19	9	1,089	1,123	45	87	12	259
Campbell 8/	29	17	1,095	2,077	96	187	14	77
Carlisle 1/	7	18	125	1,062	10	13	2	15
Carroll 8/	19	8	2,430	1,948	41	54	10	13
Carter	4	7	119	271	11	11	-	25
Casey	2	3	(X)	15	(X)	(X)	(X)	(X)
Christian 1/	52	58	4,690	11,528	290	266	25	1,006
Clark	16	15	627	2,114	56	48	6	80
Clay	4	4	238	549	10	10	1	26
Clinton 1/	-	12	-	127	-	-	-	-
Crittenden	6	9	286	468	10	14	2	27
Cumberland	4	3	147	246	6	7	-	14
Daviess	50	61	5,425	12,741	236	354	52	2,471
Edmonson	6	7	19	110	1	-	-	-
Elliot 1/	-	3	-	120	-	-	-	-
Estill	7	6	315	340	18	22	1	73
Fayette 8/	144	106	35,453	43,534	1,455	1,847	217	11,743
Fleming	14	15	192	854	18	25	2	4
Floyd	9	4	616	262	35	49	1	49
Franklin 8/	17	9	664	722	60	70	1	74
Fulton	22	20	850	1,731	56	48	3	92
Gallatin	6	8	220	798	8	14	3	5
Garrard	12	8	128	360	10	11	1	2
Grant	14	8	224	339	20	19	-	10
Graves	34	27	2,957	5,646	100	159	48	591
Grayson	10	11	219	461	14	15	1	41
Green	11	15	497	629	10	22	4	17
Greenup	5	10	162	524	8	9	-	7
Hancock	7	6	109	107	13	15	1	13
Hardin 8/	17	7	807	898	53	54	2	57
Harlan	15	11	2,162	2,963	123	123	1	379
Harrison	14	16	756	5,321	40	56	1	23
Hart 8/	15	7	1,472	5,010	55	88	37	126
Henderson	23	31	1,651	7,148	169	208	66	546
Henry	10	8	344	696	12	15	2	4
Hickman 1/	2	12	(X)	895	(X)	(X)	(X)	(X)
Hopkins	24	18	1,541	1,336	125	116	4	90
Jackson 1/	1	11	(X)	428	(X)	(X)	(X)	(X)
Jefferson	496	536	140,195	275,216	6,351	8,662	517	23,629
Jessamine	5	7	144	192	7	6	-	23
Johnson	22	14	1,316	2,688	76	82	5	208
Kenton 8/	65	36	5,283	7,380	229	328	11	360
Knott	1	-	(X)	-	(X)	(X)	(X)	(X)
Knox	4	2	252	(X)	18	15	-	19
Larue	5	7	466	666	17	15	-	60
Laurel	7	4	851	812	26	31	1	98
Lawrence	7	4	508	272	16	16	2	15
Lee	4	4	73	72	4	8	-	7
Leslie	-	-	-	-	-	-	-	-
Letcher	12	9	562	1,489	27	46	5	90
Lewis	9	5	169	114	12	8	-	8
Lincoln	33	37	469	840	27	26	1	24
Livingston	3	2	108	(X)	-	-	-	-
Logan	15	18	657	1,823	42	41	6	11
Lyon	4	3	104	62	5	7	-	4
McCracken	53	68	$8,590	$18,739	477	$499	$24	$1,247
McCreary	2	3	(X)	991	(X)	(X)	(X)	(X)
McLean	3	2	37	(X)	4	4	-	1
Madison	25	20	2,193	6,159	85	76	4	106
Magoffin 1/	1	22	(X)	314	(X)	(X)	(X)	(X)
Marion	8	9	380	1,459	15	23	1	38
Marshall	4	4	105	170	8	15	-	8
Martin	1	13	(X)	9	(X)	(X)	(X)	(X)
Mason 8/	32	9	4,386	4,374	170	225	50	6,529
Meade	1	3	(X)	122	(X)	(X)	(X)	(X)
Menifee	-	1	-	(X)	-	-	-	-
Mercer 1/	12	30	1,707	5,401	28	65	13	12
Metcalfe 1/	-	3	-	57	-	-	-	-
Monroe	3	6	104	140	9	12	-	4
Montgomery	17	10	1,167	2,792	61	56	2	33
Morgan 1/	3	18	503	358	11	15	-	28
Muhlenberg	14	15	1,096	1,719	41	63	6	176
Nelson	11	8	799	360	51	55	5	17
Nicholas	12	10	363	632	23	21	1	5
Ohio	5	3	122	95	9	15	-	14
Oldham 1/	2	12	(X)	76	(X)	(X)	(X)	(X)
Owen	13	5	19	85	9	2	-	-
Owsley	-	-	-	-	-	-	-	-
Pendleton 8/	20	6	278	304	23	30	1	11
Perry	19	13	1,615	2,630	88	127	6	268
Pike 1/	14	28	1,783	3,430	69	87	1	169
Powell	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Pulaski	26	19	1,335	1,742	101	92	26	164
Robertson	4	6	9	255	4	1	-	-
Rockcastle	9	2	110	(X)	5	10	1	5
Rowan	7	3	243	460	20	19	-	38
Russell	1	5	(X)	43	(X)	(X)	(X)	(X)
Scott	7	13	247	646	12	22	1	10
Shelby	17	8	2,458	5,751	82	81	7	35
Simpson	11	16	448	1,452	20	29	15	14
Spencer	-	2	-	(X)	-	-	-	-
Taylor 1/	8	24	764	1,559	38	51	3	152
Todd	9	8	160	279	8	9	-	23
Trigg	3	3	73	93	6	7	-	5
Trimble	3	2	11	(X)	4	2	-	-
Union	10	13	212	440	26	32	-	17
Warren	46	57	2,427	6,449	273	189	8	258
Washington	8	5	617	785	20	57	4	51
Wayne	6	9	157	488	10	11	-	15
Webster	7	5	273	417	20	30	-	147
Whitley	20	14	1,936	1,620	67	92	2	112
Wolfe	-	-	-	-	-	-	-	-
Woodford	2	1	(X)	(X)	(X)	(X)	(X)	(X)
LOUISIANA								
Total	2,097	1,729	455,321	836,197	17,962	23,385	515	78,257
Acadia	26	24	2,110	6,466	90	115	6	165
Allen	12	16	624	1,541	32	48	2	69
Ascension 2/	21	12	889	1,820	48	64	5	54
Assumption	5	2	194	(X)	17	15	1	10
Avoyelles 2/	44	11	1,331	1,587	77	86	5	141
Beauregard	9	14	534	1,014	39	43	1	56
Bienville	8	8	255	501	20	28	1	19
Bossier	4	2	259	(X)	19	22	-	58
Caddo	162	146	51,275	74,646	2,028	2,762	79	3,455
Calcasieu 13/	72	50	22,895	9,551	575	607	22	935
Caldwell	6	5	394	350	12	15	-	7
Cameron	2	3	12	107	2	5	-	1
Catahoula	8	9	432	594	24	32	-	46
Claiborne	15	9	925	760	35	50	1	54
Concordia	8	6	830	843	27	35	2	73
De Soto	12	10	735	1,048	40	51	1	49
East Baton Rouge	51	57	8,182	10,017	483	682	14	948
East Carroll	10	10	627	1,133	17	24	-	15
East Feliciana	12	7	319	338	21	20	1	40
Evangeline	8	12	796	1,558	26	50	-	44
Franklin	15	8	1,086	1,517	33	46	-	49
Grant	8	10	417	483	22	33	1	52
Iberia	24	19	3,012	3,671	136	173	2	348
Iberville	18	12	1,090	1,482	63	73	2	163
Jackson	7	4	296	303	19	21	-	10
Jefferson 2/	45	14	2,958	10,511	590	346	11	379
Jefferson Davis	22	20	699	2,399	57	65	6	82
Lafayette	57	34	3,188	4,145	143	152	3	173
Lafourche 2/	24	15	2,357	2,334	110	145	-	207
La Salle	6	7	114	352	12	21	1	8
Lincoln	12	10	1,213	6,028	46	66	2	90
Livingston 1/	7	36	122	1,769	9	15	1	2

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WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
LOUISIANA (continued)								
Madison	10	7	$1,069	$1,854	38	$51	$2	$80
Morehouse	10	4	291	353	15	24	2	16
Natchitoches 1/	17	40	1,189	5,837	47	67	1	73
Orleans	885	718	324,452	601,981	11,412	14,584	245	66,810
Ouachita	56	41	11,200	14,020	607	630	8	1,229
Plaquemines	8	1	270	(X)	17	35	3	14
Pointe Coupee	14	6	892	588	40	58	1	79
Rapides	52	45	6,176	14,712	305	500	11	798
Red River	6	2	142	(X)	6	12	-	4
Richland	11	11	523	1,960	29	37	1	17
Sabine	11	8	655	913	38	60	2	49
St. Bernard	7	9	673	4,958	56	65	2	15
St. Charles	7	7	214	1,135	9	22	-	7
St. Helena	-	3	-	8	-	-	-	-
St. James	7	4	524	766	21	40	1	42
St. John the Baptist	8	3	138	109	25	17	-	5
St. Landry 1/	39	53	1,694	10,983	120	137	8	152
St. Martin	8	6	187	303	11	17	-	9
St. Mary 2/	27	14	1,630	2,680	84	135	20	138
St. Tammany	20	13	844	658	63	82	1	97
Tangipahoa	56	55	4,765	11,979	168	357	14	228
Tensas	14	8	627	635	34	42	2	36
Terrebonne	30	24	2,160	3,349	157	190	17	191
Union	6	3	440	644	16	21	-	8
Vermilion	15	14	866	1,213	54	53	2	76
Vernon	10	9	275	1,197	27	36	1	46
Washington	18	19	1,382	1,666	51	74	2	109
Webster	11	12	676	1,610	35	52	1	26
West Baton Rouge	3	1	374	(X)	10	24	-	28
West Carroll	4	4	154	633	10	13	-	22
West Feliciana	4	6	204	307	8	18	-	18
Winn	8	4	405	345	15	22	-	52
MAINE								
Total	864	987	109,496	189,975	5,460	7,825	295	13,699
Androscoggin 1/	43	70	5,818	14,187	359	526	6	854
Aroostook	173	237	17,771	28,042	705	1,302	128	2,542
Cumberland	205	236	49,352	86,719	2,406	3,338	39	5,776
Franklin	7	10	428	519	22	34	1	39
Hancock	17	11	1,323	1,769	96	121	3	189
Kennebec 2/	71	46	7,140	7,911	414	525	14	887
Knox	38	29	2,593	5,278	146	221	3	179
Lincoln 2/	19	9	530	630	38	47	3	65
Oxford	56	55	1,548	1,931	73	107	4	116
Penobscot 1/	129	186	14,104	30,441	755	1,011	63	2,171
Piscataquis	5	7	299	1,654	35	30	-	40
Sagadahoc	14	10	1,506	830	47	87	4	96
Somerset 1/	20	44	960	1,965	45	64	3	87
Waldo	14	17	990	1,820	31	67	7	252
Washington	27	16	1,576	2,144	61	115	14	197
York 2/	56	34	3,161	4,145	199	240	11	389
MARYLAND								
Total	2,251	2,205	419,522	741,367	17,788	23,660	1,021	35,838
Allegany 14/	73	61	9,993	14,144	447	627	12	930
Anne Arundel 14/	23	8	1,439	963	55	99	34	113
Baltimore	12	13	5,188	820	87	81	5	672
Baltimore city	1,610	1,389	365,398	651,096	15,149	20,319	598	31,181
Calvert	10	10	209	409	11	23	16	14
Caroline	22	23	3,817	6,383	67	116	3	65
Carroll	18	32	1,065	2,231	79	101	13	134
Cecil 14/	19	10	913	609	73	80	2	64
Charles	13	9	860	776	23	35	6	38
Dorchester	46	52	1,802	2,698	107	150	40	253
Frederick	34	53	2,356	6,098	158	188	8	305
Garrett	8	8	318	709	12	15	-	37
Harford	18	23	6,456	6,060	87	132	6	88
Howard	1	6	(X)	251	(X)	(X)	(X)	(X)
Kent 14/	26	12	1,418	964	76	79	9	48
Montgomery 1/	8	33	310	1,405	11	15	-	11
Prince Georges	9	11	183	838	12	20	-	72
Queen Annes 14/	41	14	821	810	240	109	6	77
St. Marys	4	7	(X)	381	(X)	(X)	(X)	(X)
Somerset	67	70	2,440	4,400	229	328	154	221
Talbot	26	36	1,648	2,325	84	151	58	144
Washington	96	75	9,906	26,890	464	584	10	959
Wicomico	47	21	3,833	3,700	205	274	80	303
Worcester	30	29	1,918	3,408	100	125	28	106
MASSACHUSETTS								
Total	6,144	6,066	$1,469,407	$3,065,856	45,174	$77,407	$1,861	$118,669
Barnstable	35	22	2,458	2,573	130	219	6	238
Berkshire	107	102	12,772	18,588	375	913	21	1,512
Bristol	317	352	43,567	95,982	1,960	668	73	3,005
Dukes	7	3	(X)	238	(X)	(X)	(X)	(X)
Essex	398	424	44,560	92,943	2,273	3,606	143	5,027
Franklin	34	28	2,448	3,901	153	221	5	264
Hampden	393	364	98,092	140,372	3,776	5,900	134	8,064
Hampshire	35	20	2,712	3,456	137	279	63	330
Middlesex 16/	373	405	160,042	163,404	4,920	7,211	133	12,440
Nantucket	1	-	(X)	-	(X)	(X)	(X)	(X)
Norfolk	66	53	11,348	19,400	742	1,166	10	1,105
Plymouth	124	118	15,819	40,287	748	1,153	48	1,483
Suffolk	2,905	3,788	1,016,876	2,387,219	26,003	49,957	1,089	77,262
Worcester	349	387	58,386	97,693	2,776	4,184	137	7,899
MICHIGAN								
Total	5,803	5,272	896,682	2,172,409	35,203	53,009	1,421	75,833
Alcona	3	6	98	410	4	9	-	8
Alger	10	6	195	160	12	17	4	23
Allegan	26	19	1,381	1,714	88	93	9	109
Alpena	26	19	1,350	1,518	78	92	3	113
Antrim	9	16	283	820	15	20	1	40
Arenac	9	8	335	352	13	15	2	36
Baraga	12	4	153	140	12	16	-	28
Barry	30	30	1,252	1,821	61	64	7	66
Bay	73	71	7,214	19,540	467	613	19	1,120
Benzie	5	4	200	206	6	10	-	18
Berrien 16/	81	59	3,369	3,856	215	286	11	554
Branch 16/	44	24	2,617	2,859	105	154	4	264
Calhoun 16/	91	69	5,708	9,928	351	488	14	456
Cass	22	20	871	1,750	51	64	4	65
Charlevoix	22	10	361	515	39	51	4	38
Cheboygan	17	9	626	894	32	38	3	65
Chippewa	37	27	2,454	5,479	152	206	4	487
Clare	13	17	468	718	27	26	2	32
Clinton	40	33	4,201	5,064	145	182	9	297
Crawford	4	2	77	(X)	3	6	-	2
Delta 16/	83	21	4,082	6,712	271	40	17	1,108
Dickinson	29	18	2,240	3,960	112	143	4	183
Eaton	49	48	2,744	5,023	76	111	14	162
Emmet	23	18	1,435	3,894	86	106	6	240
Genesee 17/	160	125	23,422	41,324	1,052	1,433	46	1,791
Gladwin 16/	13	4	251	225	14	13	1	10
Gogebic	36	23	2,731	4,335	113	167	9	240
Grand Traverse	28	27	2,142	2,599	122	156	6	239
Gratiot	54	30	3,615	7,937	205	243	44	364
Hillsdale 16/	51	43	4,194	3,303	72	107	3	146
Houghton 16/	66	38	3,992	9,167	255	315	17	563
Huron	39	52	3,088	6,058	186	237	31	243
Ingham 17/	174	133	14,255	46,672	899	1,130	37	1,568
Ionia	44	53	1,813	4,216	91	105	11	168
Iosco	21	18	389	568	67	70	5	57
Iron	11	6	488	480	24	40	1	49
Isabella	41	29	2,748	3,938	91	122	8	325
Jackson	79	81	6,541	18,399	436	545	18	1,154
Kalamazoo	124	101	12,973	42,230	965	1,384	40	1,607
Kalkaska	2	4	(X)	75	(X)	(X)	(X)	(X)
Kent 18/	335	468	66,660	157,093	2,267	3,240	108	4,982
Keweenaw 16/	10	-	96	-	14	15	6	40
Lake	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Lapeer	31	26	1,100	1,757	64	79	4	111
Leelanau	17	9	842	407	15	15	2	13
Lenawee	66	56	4,315	6,892	212	278	8	568
Livingston	25	20	1,061	1,550	34	50	9	77
Luce	6	3	679	191	32	47	1	113
Mackinac 16/	38	3	229	341	43	31	1	14
Macomb	43	40	2,887	3,735	127	137	4	219
Manistee	17	11	1,079	629	59	94	11	84
Marquette	52	49	4,691	7,193	243	317	9	651
Mason	28	19	1,437	1,423	100	111	5	254
Mecosta	19	27	1,079	1,437	43	50	3	77
Menominee	30	17	3,126	5,071	144	247	4	800
Midland	19	17	708	1,539	54	67	6	89
Missaukee	8	14	375	954	28	25	2	28
Monroe	50	39	2,586	3,528	99	133	8	184
Montcalm	66	63	3,405	4,841	142	167	20	237
Montmorency	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Muskegon	85	74	8,894	12,165	385	506	17	917
Newaygo	13	10	651	473	39	54	5	44
Oakland	102	105	7,521	18,737	378	519	13	658
Oceana	17	11	512	715	38	44	6	54
Ogemaw	7	13	231	561	11	16	1	9

WHOLESALE DISTRIBUTION: 1933

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(All values expressed in thousands of dollars)

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County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
MICHIGAN (continued)								
Ontonagon	14	12	$278	$358	14	$23	$1	$29
Osceola	19	24	602	1,076	24	30	2	54
Oscoda	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Otsego	13	7	449	196	26	31	3	15
Ottawa	42	50	2,367	9,445	144	161	10	244
Presque Isle	12	10	254	248	13	18	1	37
Roscommon	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Saginaw	135	160	15,838	42,755	868	1,093	35	2,198
St. Clair	67	64	4,368	6,959	265	334	22	530
St. Joseph	42	45	2,203	3,473	15	146	6	313
Sanilac 16/	61	81	2,017	1,599	111	116	19	182
Schoolcraft	16	11	599	906	34	46	2	54
Shiawassee	52	52	2,102	6,045	128	139	12	185
Tuscola	50	43	2,093	5,029	84	105	11	175
Van Buren	39	39	1,610	2,700	62	108	22	248
Washtenaw 16/	93	32	4,437	5,552	260	392	16	481
Wayne	2,310	2,203	620,855	1,576,261	21,530	34,958	578	46,732
Wexford	23	26	1,160	3,327	6	70	2	69
MINNESOTA								
Total	5,184	5,521	913,298	1,716,944	29,389	42,733	1,325	112,353
Aitkin	19	11	415	266	13	23	3	36
Anoka	10	31	456	1,435	35	50	2	36
Becker	40	37	2,182	1,989	94	113	9	165
Beltrami	36	36	2,506	3,711	103	145	19	218
Benton	19	32	353	3,692	65	47	-	22
Big Stone	42	43	1,176	2,991	34	44	3	88
Blue Earth	91	90	6,212	12,422	331	424	12	974
Brown	62	69	3,306	6,378	117	172	17	255
Carlton	25	18	1,188	712	60	80	3	61
Carver	22	23	781	1,497	35	50	8	34
Cass	23	27	357	508	26	35	1	55
Chippewa	45	47	1,487	4,855	64	73	3	151
Chisago	23	40	444	832	33	39	2	48
Clay	73	69	4,443	6,168	283	360	18	458
Clearwater	12	16	160	379	8	13	1	18
Cook	3	2	41	(X)	2	7	-	4
Cottonwood 2/	71	43	2,105	4,422	66	74	5	167
Crow Wing	32	26	2,163	2,807	92	128	4	206
Dakota	78	78	58,226	194,345	556	1,057	26	126
Dodge	23	35	430	3,502	13	21	4	30
Douglas	33	45	1,993	3,450	82	107	6	165
Faribault	80	64	3,321	6,585	120	168	18	145
Fillmore	52	67	1,700	4,685	71	75	4	135
Freeborn	60	54	2,617	6,140	196	221	11	283
Goodhue	55	48	2,389	6,934	103	138	3	332
Grant	27	42	715	3,099	26	34	2	54
Hennepin	1,026	1,348	520,060	848,951	13,323	21,185	457	73,718
Houston	29	15	919	1,327	37	47	9	40
Hubbard	23	26	365	624	18	23	3	29
Isanti	24	39	443	917	13	19	5	40
Itasca	21	28	944	1,423	40	62	4	62
Jackson	43	36	1,139	4,067	43	53	2	108
Kanabec	10	14	96	359	5	6	1	13
Kandiyohi	48	68	2,445	3,251	113	158	3	251
Kittson	23	43	692	2,055	25	36	1	67
Koochiching	16	15	589	685	24	36	4	31
Lac qui Parle	47	54	1,231	3,593	47	56	1	118
Lake	5	2	137	(X)	10	13	1	11
Lake of the Woods	9	9	169	574	7	13	2	24
Le Sueur	36	28	1,720	1,434	125	93	4	126
Lincoln	29	32	1,035	3,401	29	45	11	173
Lyon	86	77	3,959	9,697	185	218	12	366
McLeod	52	39	2,157	3,216	112	134	5	121
Mahnomen	4	13	106	441	3	7	1	7
Marshall	59	71	1,220	3,326	55	68	2	124
Martin	72	64	2,673	6,635	84	117	17	262
Meeker	38	42	1,873	3,938	124	115	2	96
Mille Lacs	35	31	475	970	28	34	3	41
Morrison	32	43	476	1,729	25	38	2	68
Mower 19/	59	46	19,350	2,948	232	458	6	859
Murray	45	27	1,306	2,791	46	66	4	102
Nicollet	26	15	845	836	40	42	-	106
Nobles	79	41	3,306	4,225	89	114	3	234
Norman	61	70	1,579	3,192	68	77	6	179
Olmsted	40	40	2,979	5,461	133	206	22	290
Otter Tail	101	86	5,934	5,140	169	224	15	366
Pennington	23	20	2,865	3,451	147	184	11	276
Pine	27	31	788	564	42	55	4	65
Pipestone	59	44	2,959	6,364	139	190	5	285
Polk	101	117	4,396	7,315	196	256	24	532
Pope	25	29	796	2,315	30	38	1	104
Ramsey	444	470	107,357	221,833	6,149	8,310	209	15,327
Red Lake	26	18	705	674	25	33	3	52
Redwood	80	83	$2,345	$8,220	80	$104	$6	$205
Renville	83	76	1,748	7,003	89	83	2	133
Rice	31	30	1,024	2,728	85	124	6	167
Rock	47	33	1,064	2,752	62	70	2	116
Roseau	18	21	737	1,055	28	44	3	39
St. Louis	234	244	66,635	175,867	2,709	3,683	110	11,564
Scott	28	24	1,076	1,490	36	65	-	55
Sherburne	14	25	491	994	41	47	2	34
Sibley	45	33	2,321	3,307	81	107	17	109
Stearns 2/	105	85	9,576	7,119	275	437	17	699
Steele	43	37	1,612	3,714	53	83	9	120
Stevens	29	37	1,217	3,976	39	55	4	67
Swift 2/	55	36	2,800	2,307	193	187	12	197
Todd	29	50	713	3,140	34	41	2	70
Traverse	37	37	875	1,976	29	36	2	53
Wabasha	41	37	1,566	2,868	81	98	7	96
Wadena	31	36	1,186	2,879	32	54	6	115
Waseca	23	24	748	2,076	47	56	3	85
Washington	21	22	1,173	3,101	83	111	4	73
Watonwan	33	37	3,249	3,450	116	133	41	203
Wilkin	42	42	1,406	2,656	50	56	3	123
Winona	83	81	6,926	11,584	322	376	11	1,365
Wright	57	56	1,551	3,501	93	98	7	99
Yellow Medicine	36	37	1,599	4,472	81	89	3	225
MISSISSIPPI								
Total	1,248	1,715	143,240	383,226	5,023	6,246	291	13,442
Adams	35	42	3,112	10,818	197	210	4	369
Alcorn	28	30	2,477	6,465	144	157	11	383
Amite	2	3	(X)	368	(X)	(X)	(X)	(X)
Attala	13	14	567	1,942	19	24	2	42
Benton	1	3	(X)	83	(X)	(X)	(X)	(X)
Bolivar 1/	44	81	4,882	16,765	100	123	2	240
Calhoun	8	20	266	1,368	18	19	6	16
Carroll	4	1	111	(X)	13	15	3	4
Chickasaw	10	8	400	331	15	23	-	39
Choctaw	14	5	175	681	7	13	-	6
Claiborne	5	9	274	583	14	19	-	26
Clarke	4	11	303	281	17	19	-	17
Clay	9	27	381	1,934	14	23	-	82
Coahoma	40	66	13,000	33,618	178	227	1	634
Copiah	28	50	6,676	10,685	100	111	16	65
Covington	3	6	68	164	4	9	-	3
De Soto	4	8	110	493	5	11	-	4
Forrest	30	32	4,142	6,993	231	233	9	334
Franklin	2	7	(X)	166	(X)	(X)	(X)	(X)
George	8	8	124	192	9	8	-	5
Greene	6	7	157	310	12	11	-	6
Grenada	11	18	1,040	3,310	68	76	1	118
Hancock	10	6	536	1,471	15	40	21	150
Harrison 2/	67	46	3,793	9,884	210	289	61	271
Hinds	109	144	15,626	42,256	776	891	24	1,836
Holmes	15	23	1,615	3,773	60	84	2	203
Humphreys	14	37	1,815	5,157	32	42	1	56
Issaquena	-	-	-	-	-	-	-	-
Itawamba	1	9	(X)	123	(X)	(X)	(X)	(X)
Jackson	18	15	570	827	50	100	37	62
Jasper	5	5	112	139	5	11	-	4
Jefferson	4	2	149	(X)	12	13	1	10
Jefferson Davis	3	8	98	407	6	12	-	6
Jones 2/	40	18	5,515	3,952	182	180	10	379
Kemper	5	5	88	77	5	4	-	6
Lafayette	13	12	396	979	20	27	1	54
Lamar	3	11	82	783	4	7	-	4
Lauderdale	53	39	10,669	13,066	432	508	8	1,192
Lawrence	5	13	16	888	3	2	-	1
Leake	5	6	266	453	20	23	-	77
Lee	53	39	6,996	15,514	183	207	9	453
Leflore	43	94	19,688	66,295	360	489	5	1,360
Lincoln	16	16	1,369	2,639	73	97	1	136
Lowndes	20	23	4,770	11,006	83	106	3	1,138
Madison	12	20	712	3,978	35	48	1	87
Marion	4	11	141	2,893	10	19	-	6
Marshall	10	23	1,053	1,931	30	39	2	137
Monroe	17	20	849	3,323	40	56	3	106
Montgomery 2/	19	7	533	879	19	21	3	33
Neshoba	10	10	1,164	1,113	36	45	1	81
Newton	9	13	487	1,050	32	44	6	43
Noxubee	11	9	1,240	1,915	29	37	1	129
Oktibbeha	14	6	647	613	43	40	9	78
Panola	18	23	1,768	4,968	48	67	1	142
Pearl River	9	25	581	1,313	22	36	1	58
Perry	2	3	(X)	96	(X)	(X)	(X)	(X)
Pike	18	64	1,162	3,778	74	106	2	126

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WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
MISSISSIPPI (continued)								
Pontotoc	8	14	$232	$1,291	9	$7	-	$19
Prentiss	13	7	873	704	14	22	$3	94
Quitman	17	35	1,117	3,033	20	19	-	52
Rankin	2	33	(X)	314	(X)	(X)	(X)	(X)
Scott	10	18	423	1,017	20	27	1	28
Sharkey	10	4	261	460	16	22	-	14
Simpson	4	14	250	707	9	21	1	13
Smith	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Stone	6	5	93	130	6	12	-	5
Sunflower 1/	29	73	2,979	10,442	59	83	5	213
Tallahatchie	13	28	654	2,256	21	31	2	43
Tate	3	11	93	427	5	8	-	4
Tippah	9	6	218	548	16	15	1	33
Tishomingo	8	20	164	1,089	8	13	2	36
Tunica	13	10	1,160	759	54	67	-	86
Union	11	16	463	3,357	28	30	-	36
Walthall	4	7	80	675	3	8	-	3
Warren	27	38	4,347	13,458	252	280	8	900
Washington	49	73	11,891	33,422	217	303	6	478
Wayne	7	18	212	586	13	18	-	17
Webster	2	4	(X)	453	(X)	(X)	(X)	(X)
Wilkinson	8	11	408	457	19	23	3	47
Winston	7	10	335	875	21	22	-	23
Yalobusha	7	9	222	827	15	13	-	22
Yazoo	15	17	1,801	6,057	33	77	1	106
MISSOURI								
Total	6,107	6,674	1,444,356	3,381,721	49,522	73,693	1,726	144,389
Adair	28	28	1,356	2,528	76	91	13	149
Andrew	14	15	173	365	9	18	1	7
Atchison	26	20	525	1,471	24	32	2	78
Audrain	26	23	833	1,488	41	58	5	81
Barry	28	40	1,006	3,377	47	60	4	52
Barton	33	41	887	2,258	80	72	6	70
Bates 20/	55	37	1,396	1,526	81	80	5	61
Benton	12	16	414	1,099	18	22	2	29
Bollinger	4	12	93	407	4	7	-	4
Boone 20/	48	22	2,538	2,533	194	231	17	248
Buchanan	178	216	65,718	207,788	1,667	2,137	61	5,407
Butler	26	35	1,092	4,471	76	86	2	144
Caldwell	23	22	606	743	29	34	2	33
Callaway	18	22	512	907	39	43	2	34
Camden	5	5	60	82	2	5	-	2
Cape Girardeau	37	31	2,766	6,641	139	189	11	304
Carroll	38	37	1,414	2,796	56	60	11	102
Carter	2	4	(X)	(X)	(X)	(X)	(X)	(X)
Cass	29	33	690	1,313	36	61	2	57
Cedar	7	11	413	1,074	14	14	-	33
Chariton	38	27	1,127	1,274	63	56	4	83
Christian 1/	8	25	158	686	6	10	-	8
Clark	18	18	601	2,051	31	33	1	30
Clay	45	36	4,981	18,249	208	347	18	538
Clinton	25	25	705	1,899	47	54	2	89
Cole 20/	32	18	2,060	1,889	117	134	4	220
Cooper	37	30	1,218	3,424	89	93	7	125
Crawford	6	11	204	318	14	19	2	10
Dade	14	13	318	603	20	20	1	18
Dallas	1	5	(X)	250	(X)	(X)	(X)	(X)
Daviess 20/	28	13	572	408	30	28	1	30
De Kalb	21	20	307	858	17	22	2	19
Dent	14	12	372	742	27	28	1	46
Douglas	12	5	313	324	17	20	2	34
Dunklin 1/	31	72	1,643	6,023	73	110	3	147
Franklin	32	33	948	1,265	43	65	2	55
Gasconade	20	13	440	635	26	27	1	41
Gentry	40	32	1,310	3,051	81	76	5	81
Greene 20/	167	117	23,605	43,540	1,280	1,669	28	2,298
Grundy	22	26	618	3,375	38	48	1	91
Harrison	36	44	648	2,731	35	44	3	37
Henry	40	40	1,679	3,501	78	118	18	145
Hickory	2	9	(X)	591	(X)	(X)	(X)	(X)
Holt	16	17	330	655	20	27	-	21
Howard	22	21	702	1,822	43	50	5	49
Howell 1/	23	77	1,733	3,412	77	94	2	226
Iron	5	6	103	189	6	10	-	6
Jackson	1,303	1,704	515,187	1,408,793	13,136	21,032	342	49,868
Jasper	145	140	16,920	50,463	837	1,097	37	2,108
Jefferson	13	15	616	842	30	43	1	45
Johnson	34	38	779	2,066	52	67	2	47
Knox	16	15	304	1,073	7	11	2	23
Laclede	17	15	719	1,209	36	49	2	99
Lafayette	54	51	1,851	3,851	91	101	5	193
Lawrence	37	31	1,053	1,425	54	64	4	85
Lewis	22	21	737	1,488	36	37	1	28
MISSOURI (continued)								
Lincoln	15	21	$517	$1,551	33	$56	$3	$41
Linn 20/	35	20	1,406	981	144	116	4	81
Livingston	35	26	1,809	4,853	105	133	11	153
McDonald	13	13	227	457	14	18	-	15
Macon	34	41	1,152	4,370	72	73	3	96
Madison	9	12	220	296	9	14	2	26
Maries	1	6	(X)	140	(X)	(X)	(X)	(X)
Marion	35	35	1,814	5,256	113	203	10	174
Mercer	18	18	382	812	14	15	1	15
Miller	10	14	198	598	19	20	2	16
Mississippi	14	22	945	1,712	26	44	7	39
Moniteau 20/	34	19	722	1,710	42	44	2	48
Monroe	21	26	2,373	6,173	160	110	4	59
Montgomery 20/	27	16	627	492	33	40	2	40
Morgan	23	17	600	958	35	37	2	64
New Madrid 1/	11	36	234	2,739	9	21	2	12
Newton	39	40	1,823	2,430	135	126	12	218
Nodaway	42	44	1,297	2,862	80	68	4	94
Oregon 1/	3	33	82	689	7	6	-	5
Osage 20/	24	15	389	919	21	20	1	30
Ozark	-	11	-	81	-	-	-	-
Pemiscot 1/	18	43	964	6,150	39	58	2	43
Perry	9	7	286	247	12	24	1	17
Pettis 20/	54	33	4,210	12,565	250	275	11	282
Phelps	23	19	970	2,642	43	65	15	94
Pike	24	27	672	1,480	36	48	2	60
Platte	11	20	649	1,812	12	27	5	15
Polk	30	51	1,201	3,735	38	71	5	95
Pulaski	16	25	821	1,566	18	27	2	45
Putnam	18	20	397	729	16	14	1	21
Ralls	7	6	630	236	43	46	8	27
Randolph	30	53	2,532	2,520	109	205	3	125
Ray	23	20	1,046	1,051	127	148	3	89
Reynolds 20/	20	1	326	(X)	25	25	12	23
Ripley	7	6	267	455	17	15	-	19
St. Charles	20	18	840	943	33	91	3	74
St. Clair 1/	13	29	233	1,652	11	16	1	26
St. Francois	28	20	1,323	1,548	81	97	3	164
St. Louis 20/	78	41	7,735	5,883	539	831	51	786
St. Louis city	1,890	1,940	721,738	1,431,141	26,737	40,542	630	76,090
Ste. Genevieve	4	9	92	266	4	12	-	8
Saline	42	52	1,495	3,335	82	91	4	305
Schuyler	19	13	427	1,204	25	20	3	18
Scotland	18	17	266	957	18	20	3	17
Scott	28	29	3,015	5,973	283	286	7	348
Shannon	3	3	69	87	3	3	-	5
Shelby	23	26	990	3,127	93	77	8	52
Stoddard	26	49	1,437	3,502	83	93	1	96
Stone	3	8	147	642	11	12	-	17
Sullivan	28	21	777	1,218	52	36	1	48
Taney	9	6	162	126	7	9	-	9
Texas	12	20	744	1,231	29	45	3	81
Vernon	27	23	399	1,699	23	34	1	35
Warren	10	14	176	662	6	14	-	16
Washington	8	7	180	543	14	20	1	11
Wayne 1/	4	14	113	192	4	13	-	8
Webster	15	13	792	1,327	32	28	4	53
Worth	17	12	352	550	27	18	1	19
Wright	23	29	1,477	1,820	34	54	4	95
MONTANA								
Total	1,242	1,249	79,441	158,545	3,312	4,900	247	12,499
Beaverhead	5	4	126	472	10	13	1	11
Big Horn	14	10	349	456	19	27	1	20
Blaine	31	25	720	1,219	33	37	1	125
Broadwater	8	7	113	622	6	8	1	9
Carbon	27	25	815	1,342	28	39	1	73
Carter	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Cascade	100	92	11,824	25,302	529	805	64	2,100
Chouteau	40	47	1,175	3,746	46	69	2	210
Custer	15	20	1,234	3,161	42	75	-	158
Daniels	20	22	479	2,089	24	24	-	55
Dawson	27	25	1,289	2,417	36	51	1	104
Deer Lodge	4	8	76	1,403	5	6	-	7
Fallon	18	14	707	(X)	17	23	1	138
Fergus	73	97	2,817	6,537	100	136	9	561
Flathead	14	18	1,919	3,047	110	137	1	366
Gallatin	33	37	1,759	3,365	74	133	4	342
Garfield	3	3	(X)	(X)	(X)	(X)	(X)	(X)
Glacier	12	6	255	313	15	16	-	49
Golden Valley	6	10	79	215	5	4	-	13
Granite	4	4	61	85	4	5	1	8
Hill	59	45	3,464	5,455	125	161	2	516
Jefferson	6	5	158	131	6	9	1	12

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
MONTANA (continued)								
Judith Basin	35	36	$466	$1,189	26	$25	$1	$93
Lake	13	13	264	657	17	18	-	20
Lewis and Clark	37	24	4,108	5,076	206	310	9	728
Liberty	11	7	267	691	13	16	-	33
Lincoln	10	6	134	138	11	15	1	12
McCone	14	9	279	391	10	14	1	42
Madison	10	9	180	266	12	15	-	8
Meagher	3	4	30	96	2	2	-	3
Mineral	3	3	87	32	3	6	-	6
Missoula	24	23	4,331	6,372	282	385	14	1,104
Musselshell	11	19	594	828	19	34	-	85
Park	20	19	728	1,947	31	41	2	60
Petroleum	7	7	129	261	8	11	1	20
Phillips	28	30	615	2,183	27	31	1	105
Pondera	27	27	779	3,588	26	32	-	129
Powder River	1	-	(X)	-	(X)	(X)	(X)	(X)
Powell	10	6	180	188	12	15	1	17
Prairie	11	11	246	814	11	13	-	30
Ravalli	8	16	126	887	6	9	-	9
Richland	25	25	929	1,813	26	36	1	119
Roosevelt	37	35	1,284	3,468	43	56	1	179
Rosebud	16	11	250	714	16	18	-	31
Sanders	11	8	218	145	14	19	-	20
Sheridan	41	39	1,217	3,505	41	46	3	117
Silver Bow	100	93	18,607	30,283	534	966	83	1,882
Stillwater	19	25	412	976	19	18	1	19
Sweet Grass	7	9	126	367	4	6	2	13
Teton	26	41	817	3,069	29	42	1	132
Toole	17	19	553	2,002	25	33	3	325
Treasure	3	4	75	123	3	7	-	9
Valley	38	43	976	2,476	40	44	1	99
Wheatland	10	13	186	254	10	13	1	21
Wibaux	8	8	272	845	9	13	1	30
Yellowstone	81	86	10,505	19,948	542	799	67	2,144
NEBRASKA								
Total	3,419	2,890	408,476	1,054,064	13,558	18,416	720	32,058
Adams	72	83	6,784	23,298	307	359	10	899
Antelope	35	29	1,060	2,327	38	46	3	54
Arthur	-	1	-	(X)	-	-	-	-
Banner	-	-	-	-	-	-	-	-
Blaine	6	-	47	-	2	2	-	8
Boone	35	37	1,030	3,553	33	37	3	64
Box Butte	22	23	2,389	3,196	104	126	4	151
Boyd	15	9	210	1,136	14	11	1	13
Brown 8/	17	2	299	(X)	23	24	1	28
Buffalo 8/	63	33	5,760	7,251	159	176	29	205
Burt 8/	33	17	596	1,378	30	43	2	105
Butler 8/	63	39	2,005	3,195	73	82	2	126
Cass	39	31	1,337	3,783	41	45	3	85
Cedar	31	23	617	1,764	33	25	4	76
Chase	18	11	339	1,921	20	17	2	33
Cherry	24	13	628	1,613	26	37	1	63
Cheyenne	37	32	933	7,026	34	76	2	340
Clay	49	49	1,146	4,864	34	34	1	105
Colfax	15	18	373	1,208	17	17	1	43
Cuming	20	18	360	664	25	29	1	48
Custer	36	58	1,191	5,903	39	40	2	84
Dakota	6	9	66	492	7	6	-	12
Dawes	19	21	643	3,286	22	35	2	140
Dawson 8/	57	27	2,472	2,044	111	128	18	251
Deuel	10	12	322	2,766	12	14	1	32
Dixon	18	26	250	1,903	14	16	1	27
Dodge 8/	74	45	3,093	7,304	192	199	12	502
Douglas	656	657	276,221	707,496	7,547	11,325	256	18,042
Dundy	8	16	160	1,884	12	14	1	21
Fillmore	47	38	1,457	4,666	34	49	2	90
Franklin	32	32	892	2,786	34	49	4	66
Frontier	13	15	358	1,756	20	17	2	24
Furnas 1/	25	34	308	3,544	17	17	2	35
Gage	87	70	3,207	8,603	351	291	12	642
Garden	16	11	407	801	19	16	1	16
Garfield	7	5	71	423	5	4	-	4
Gosper	7	3	94	802	6	5	1	6
Grant	1	3	(X)	64	(X)	(X)	(X)	(X)
Greeley	14	12	348	1,236	14	14	1	18
Hall	68	59	11,529	18,632	631	719	36	1,413
Hamilton	32	31	1,180	4,937	25	34	3	89
Harlan	22	18	319	1,968	36	27	3	7
Hayes	3	4	(X)	333	(X)	(X)	(X)	(X)
Hitchcock	26	22	447	3,252	21	20	2	54
Holt 8/	43	25	1,163	1,608	44	46	6	68
Hooker	5	6	124	504	9	11	-	25
Howard 8/	18	27	$466	$1,792	22	$21	-	$44
Jefferson 8/	72	39	3,230	7,865	128	129	$5	275
Johnson 8/	38	21	836	4,213	37	39	3	48
Kearney	25	26	913	3,257	15	17	2	44
Keith	19	13	680	1,927	18	21	3	47
Keyapaha	21	-	85	-	5	2	-	-
Kimball	14	12	586	2,149	18	24	6	34
Knox	34	53	865	3,306	39	43	2	111
Lancaster	179	166	21,879	64,133	1,278	1,722	65	3,896
Lincoln	32	53	1,998	4,748	96	125	3	271
Logan	3	6	57	718	5	6	-	8
Loup	1	1	(X)	(X)	(X)	(X)	(X)	(X)
McPherson	-	-	-	-	-	-	-	-
Madison	56	38	4,365	7,527	298	306	28	343
Merrick	31	27	909	2,923	87	81	15	65
Morrill	16	11	347	759	20	25	1	35
Nance	25	15	391	610	17	18	2	19
Nemaha 8/	41	21	1,061	1,311	33	36	3	91
Nuckolls 1/	37	33	3,740	8,342	65	80	13	137
Otoe	61	41	1,760	3,454	65	85	8	129
Pawnee	25	18	498	1,077	29	28	1	22
Perkins	35	20	699	4,411	29	29	5	45
Phelps	26	24	1,799	2,083	110	104	16	112
Pierce	27	18	981	1,198	28	38	6	82
Platte	54	38	2,119	3,754	88	94	9	148
Polk	24	18	1,028	2,111	29	32	2	98
Redwillow	48	33	1,376	10,347	79	90	5	198
Richardson 8/	58	28	2,766	5,411	157	120	3	274
Rock	11	4	361	290	11	14	2	13
Saline	47	33	3,214	3,508	138	164	25	155
Sarpy	10	8	185	762	8	8	1	16
Saunders	42	41	1,539	4,715	47	51	4	139
Scotts Bluff 8/	61	32	4,888	4,406	187	235	18	396
Seward	61	39	1,935	4,473	33	56	4	153
Sheridan	27	29	741	3,916	43	47	1	84
Sherman	16	17	617	866	63	34	1	20
Sioux	4	-	46	-	4	5	-	5
Stanton	4	5	168	929	4	3	1	16
Thayer 8/	55	37	1,077	3,845	35	34	3	54
Thomas	3	5	16	249	-	-	-	-
Thurston	14	20	445	1,051	17	21	3	59
Valley	16	16	788	3,810	18	16	1	36
Washington	17	21	246	924	16	17	1	43
Wayne	8	13	52	699	10	9	-	15
Webster	32	30	1,079	2,980	31	34	6	35
Wheeler	7	4	30	68	4	3	-	8
York	41	47	3,296	5,803	95	98	10	169
NEVADA								
Total	141	96	9,965	13,719	436	758	36	1,100
Churchill	6	3	325	158	20	32	1	33
Clark 3/	63	8	2,068	632	64	119	2	219
Douglas	3	2	212	(X)	10	14	2	12
Elko	11	7	465	301	21	35	2	41
Esmeralda	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Eureka	1	-	(X)	-	(X)	(X)	(X)	(X)
Humboldt	6	5	216	180	10	17	-	19
Lander	3	1	81	(X)	4	6	-	7
Lincoln	3	1	65	(X)	4	8	-	5
Lyon	7	3	293	106	15	21	1	16
Mineral	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Nye	8	8	295	551	17	26	3	30
Ormsby	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Pershing	4	3	95	180	9	18	-	20
Storey	-	-	-	-	-	-	-	-
Washoe	51	42	5,159	10,713	227	404	20	635
White Pine	9	9	503	665	27	43	2	40
NEW HAMPSHIRE								
Total	334	326	38,074	61,414	2,073	2,896	78	3,844
Belknap	20	10	1,630	1,445	103	146	4	334
Carroll	11	6	632	813	57	77	-	69
Cheshire	16	26	2,769	4,595	118	190	4	440
Coos	20	10	2,002	2,569	85	128	2	171
Grafton	28	16	2,416	3,339	149	210	8	144
Hillsboro	133	139	17,059	30,928	965	1,243	33	1,506
Merrimack	31	42	4,134	9,635	230	325	6	580
Rockingham	35	42	3,864	4,278	209	291	13	251
Strafford	24	21	2,345	3,333	134	183	2	245
Sullivan	16	14	1,203	1,785	85	102	10	104

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
NEW JERSEY [21]								
Total	2,700	2,344	$561,537	1,008,881	23,380	$36,615	$942	$61,752
Atlantic [21]	122	86	11,990	24,756	670	929	20	1,153
Bergen	87	57	15,290	14,668	608	1,044	20	1,333
Burlington [22]	24	19	4,238	2,579	684	620	5	460
Camden [21]	146	72	17,246	23,302	1,106	1,613	28	1,626
Cape May	31	25	2,248	1,816	114	170	17	149
Cumberland	96	71	7,734	9,994	516	585	56	745
Essex	842	735	225,097	416,879	9,298	15,434	323	16,290
Gloucester	48	30	3,884	4,115	143	207	31	193
Hudson	281	356	98,647	208,869	3,491	5,991	128	24,981
Hunterdon	21	20	1,713	1,493	83	104	13	76
Mercer	142	145	21,962	38,141	1,188	1,717	30	1,728
Middlesex	139	103	29,413	59,880	1,070	1,621	38	2,692
Monmouth	100	151	15,093	29,227	644	1,001	39	1,251
Morris	39	51	6,709	8,981	242	363	4	325
Ocean	31	21	2,091	2,728	132	186	9	130
Passaic [21]	260	194	51,678	86,424	1,767	2,697	64	3,311
Salem	18	25	1,611	3,164	65	77	2	82
Somerset [22]	42	11	8,579	4,801	182	373	5	133
Sussex	20	17	1,094	755	31	82	3	83
Union [21]	190	129	33,030	60,619	1,224	1,531	102	4,862
Warren	23	26	2,190	5,708	92	268	5	109
NEW MEXICO								
Total	448	317	27,892	53,547	1,293	1,937	61	4,151
Bernalillo	58	49	8,685	13,567	328	530	19	903
Catron	-	1	-	(X)	-	-	-	-
Chaves	24	27	2,466	4,409	79	111	4	274
Colfax	22	18	1,372	7,149	58	94	2	113
Curry	42	28	1,894	3,497	29	123	10	293
De Baca	7	3	74	48	6	8	-	7
Dona Ana	19	14	1,089	773	68	93	7	86
Eddy [23]	26	15	652	1,765	53	67	2	109
Grant	13	9	671	1,152	35	49	1	111
Guadalupe	12	6	464	533	22	31	-	79
Harding	6	2	379	(X)	18	18	1	33
Hidalgo	8	6	218	213	13	27	1	16
Lea [23]	20	1	537	(X)	26	33	2	528
Lincoln	9	6	264	274	21	32	-	44
Luna	8	9	322	581	15	24	-	49
McKinley	14	15	2,287	4,388	92	134	-	407
Mora	3	4	(X)	182	(X)	(X)	(X)	(X)
Otero	12	7	456	337	22	39	1	72
Quay [23]	19	9	388	931	28	32	-	33
Rio Arriba	5	5	276	250	19	25	1	26
Roosevelt	20	12	490	646	30	34	1	60
Sandoval	8	3	159	54	14	16	-	45
San Juan	6	6	424	408	17	19	-	29
San Miguel	10	8	1,279	2,801	49	102	-	267
Santa Fe	18	13	1,563	2,419	110	181	4	359
Sierra	6	2	93	(X)	5	9	-	7
Socorro	9	8	170	399	10	16	-	16
Taos	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Torrance	15	11	573	1,948	24	35	5	128
Union	17	17	255	2,460	18	24	-	26
Valencia [23]	11	4	278	177	17	23	-	29
NEW YORK								
Total	21,899	25,311	8,333,856	17,604,634	194,591	368,116	6,860	590,737
Albany [24]	333	271	87,478	128,784	2,943	4,943	104	6,600
Allegany	33	49	3,349	7,971	217	265	6	653
Bronx Borough	567	375	150,087	187,913	4,487	7,390	172	9,494
Brooklyn Borough	1,418	1,818	284,763	699,107	10,869	19,130	516	20,866
Broome	132	156	22,573	61,399	1,159	1,710	60	3,070
Cattaraugus	65	84	5,417	14,336	261	354	12	489
Cayuga	57	78	5,943	12,400	327	507	13	1,169
Chautauqua	129	128	11,811	24,930	1,071	1,222	24	1,693
Chemung	73	83	11,307	23,575	665	1,104	43	1,726
Chenango	21	22	4,183	5,940	141	159	6	440
Clinton	42	41	4,537	7,127	242	296	10	756
Columbia	19	32	2,042	5,160	79	148	8	228
Cortland	32	24	2,122	4,032	115	153	4	351
Delaware	27	36	3,241	2,253	149	184	4	272
Dutchess	81	63	14,908	20,372	706	955	24	2,051
Erie [25]	973	1,220	272,777	681,896	10,638	16,169	417	26,880
Essex	15	15	2,018	1,207	65	113	3	280
Franklin	43	40	4,543	6,410	227	296	21	612
Fulton	36	67	5,060	11,859	167	249	13	902
Genesee	37	43	4,115	11,734	248	309	25	473
Greene	13	9	1,479	2,881	115	154	3	172
Hamilton	1	2	(X)	(X)	(X)	(X)	(X)	(X)
NEW YORK (continued)								
Herkimer	23	43	$1,421	$4,143	77	$99	$1	$180
Jefferson	92	62	9,062	14,227	495	688	8	1,104
Lewis	9	7	361	415	22	32	1	35
Livingston	38	37	1,972	2,489	104	149	23	243
Madison	24	31	2,399	2,013	97	145	1	166
Manhattan Borough	14,520	16,948	6,811,486	14,529,672	134,085	272,295	4,109	461,974
Monroe [25]	536	603	122,595	230,124	4,457	7,347	357	10,809
Montgomery	37	58	7,750	33,079	299	529	8	673
Nassau	135	119	31,329	46,714	953	1,541	31	1,668
Niagara	119	103	13,675	25,930	701	1,159	64	1,573
Oneida	195	211	46,896	62,325	1,556	2,874	34	2,231
Onondaga [25]	309	498	73,825	162,144	2,829	4,508	89	5,662
Ontario [1]	39	69	3,724	13,060	184	243	11	224
Orange	117	160	18,318	41,538	769	1,304	22	1,470
Orleans	37	33	1,897	2,542	84	163	43	288
Oswego	58	61	3,620	7,905	153	204	11	305
Otsego	24	39	3,933	6,555	135	347	3	482
Putnam	5	1	167	(X)	13	26	4	10
Queens Borough	266	400	124,312	202,715	4,935	8,278	235	7,745
Rensselaer	101	104	18,015	37,066	757	1,134	66	1,325
Richmond Borough	65	77	5,443	11,740	339	468	19	479
Rockland	24	17	2,881	3,335	118	184	2	298
St. Lawrence [2]	92	70	16,460	12,098	434	585	16	1,729
Saratoga	21	25	1,850	4,202	128	183	3	186
Schenectady	92	85	13,567	24,808	768	1,090	29	1,192
Schoharie	4	18	283	509	19	28	-	50
Schuyler	19	11	939	344	66	83	4	243
Seneca	21	19	973	814	45	84	2	227
Steuben	92	76	6,265	8,052	329	446	16	700
Suffolk [1]	106	140	13,206	28,816	1,037	1,123	78	1,405
Sullivan [2]	47	20	2,846	1,844	192	216	3	288
Tioga	10	19	1,723	4,269	100	139	-	230
Tompkins	22	29	2,369	3,443	153	240	5	334
Ulster	57	80	8,636	22,339	385	570	10	929
Warren	34	30	3,681	6,448	195	285	4	436
Washington	22	25	1,842	2,625	214	237	2	628
Wayne [1]	43	75	2,476	7,816	152	192	15	317
Westchester	265	239	46,504	93,186	2,234	3,034	32	3,563
Wyoming	19	11	586	658	43	34	8	72
Yates	11	24	532	1,059	45	50	3	79
NORTH CAROLINA								
Total	2,367	2,413	423,127	717,432	13,411	18,160	1,542	54,568
Alamance	31	23	2,960	3,063	148	193	9	196
Alexander	2	3	(X)	143	(X)	(X)	(X)	(X)
Alleghany	1	-	(X)	-	(X)	(X)	(X)	(X)
Anson	12	7	1,279	1,614	43	61	1	122
Ashe	16	16	384	725	11	15	1	35
Avery	2	9	(X)	214	(X)	(X)	(X)	(X)
Beaufort	45	38	2,993	5,364	264	200	15	310
Bertie	9	18	387	1,490	15	30	8	75
Bladen	7	4	357	337	12	23	5	47
Brunswick [26]	3	4	120	1,843	2	11	-	7
Buncombe	85	81	10,315	23,349	471	616	34	1,165
Burke	8	5	814	* 242	24	28	-	68
Cabarrus	17	18	2,170	3,534	69	117	5	136
Caldwell	7	11	333	706	14	21	1	24
Camden	-	3	-	61	-	-	-	-
Carteret	36	22	694	1,136	47	64	13	53
Caswell	7	2	131	(X)	8	3	-	19
Catawba	31	37	2,266	4,850	117	138	6	315
Chatham	11	26	444	682	17	23	1	31
Cherokee	10	9	656	914	44	54	1	68
Chowan [27]	12	5	1,390	525	323	102	1	177
Clay	1	3	(X)	17	(X)	(X)	(X)	(X)
Cleveland	25	15	2,013	2,789	107	119	2	266
Columbus [27]	29	15	4,442	2,572	93	116	6	137
Craven	42	42	3,472	5,895	142	191	12	264
Cumberland [27]	45	21	4,999	4,573	268	339	5	484
Currituck	15	6	351	131	6	13	3	10
Dare	22	11	488	493	38	35	1	21
Davidson	15	14	1,367	1,878	62	87	10	108
Davie [1]	3	36	141	342	5	10	-	7
Duplin [27]	21	7	1,644	422	29	43	2	20
Durham	61	53	16,166	33,342	405	964	345	12,268
Edgecombe [1]	35	73	5,467	10,308	190	197	15	242
Forsyth	98	84	18,659	38,867	760	884	39	1,345
Franklin [1]	15	33	446	1,513	7	13	3	4
Gaston	64	57	16,057	34,274	298	347	15	738
Gates	5	4	78	89	6	7	-	4
Graham	-	-	-	-	-	-	-	-

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9 —WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
NORTH CAROLINA (continued)								
Granville 1/	6	20	$1,008	$4,455	23	$36	$6	$257
Greene 1/	-	6	-	244	-	-	-	-
Guilford	171	156	41,190	64,582	1,208	1,665	36	2,935
Halifax	45	79	3,177	4,824	128	160	21	299
Harnett	11	21	774	1,153	29	38	1	28
Haywood	9	10	606	1,432	26	33	1	66
Henderson	13	14	1,091	1,723	46	56	2	80
Hertford	12	12	1,774	1,997	52	85	16	208
Hoke	1	4	(X)	585	(X)	(X)	(X)	(X)
Hyde	4	3	49	78	2	4	-	1
Iredell	20	21	1,272	3,678	79	99	3	129
Jackson	2	3	(X)	561	(X)	(X)	(X)	(X)
Johnston	23	29	2,908	3,159	81	101	12	112
Jones	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Lee	22	20	2,135	1,878	37	77	5	161
Lenoir 27/	30	28	12,660	9,902	237	324	41	274
Lincoln	12	15	1,821	4,393	43	64	1	203
McDowell	8	8	382	985	36	32	2	57
Macon	2	3	(X)	170	(X)	(X)	(X)	(X)
Madison	4	3	288	519	13	21	-	32
Martin	18	17	2,716	1,745	93	122	38	102
Mecklenburg	218	266	100,093	165,358	2,162	3,701	65	6,508
Mitchell	9	4	288	449	21	28	2	17
Montgomery	11	11	324	1,100	25	37	1	54
Moore	14	13	735	877	38	53	4	59
Nash	26	56	5,769	12,009	132	223	32	161
New Hanover	84	85	11,308	26,300	601	712	29	2,463
Northampton	18	18	338	566	8	9	1	10
Onslow	4	3	317	158	9	15	-	29
Orange	3	2	159	(X)	2	7	-	5
Pamlico 27/	20	4	686	286	9	19	11	20
Pasquotank	31	37	2,710	3,491	172	178	16	373
Pender	14	14	262	299	15	15	3	12
Perquimans 1/	4	13	373	480	10	17	-	12
Person	11	10	653	1,986	26	30	1	35
Pitt	48	44	26,238	27,805	851	923	127	539
Polk	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Randolph	13	9	809	886	24	28	1	88
Richmond	16	18	1,372	1,949	56	94	2	93
Robeson 27/	52	30	15,383	4,905	128	202	20	159
Rockingham	36	25	10,307	5,215	138	347	321	14,112
Rowan	47	47	4,147	9,449	175	232	7	330
Rutherford	12	14	1,334	1,332	32	40	1	78
Sampson	17	22	1,719	2,884	38	44	1	88
Scotland 27/	27	8	2,290	1,461	132	110	3	182
Stanly	22	16	715	1,802	33	57	1	65
Stokes	4	7	83	436	3	5	-	10
Surry	32	31	2,347	3,078	91	119	8	231
Swain	3	3	307	388	9	15	-	24
Transylvania	1	3	(X)	170	(X)	(X)	(X)	(X)
Tyrrell	3	6	103	338	5	12	3	4
Union 1/	17	25	1,401	6,448	85	90	1	314
Vance	26	21	4,810	9,033	342	326	14	441
Wake	120	87	19,285	23,761	865	1,149	21	3,124
Warren 1/	11	36	1,326	3,465	40	48	2	69
Washington	11	3	260	382	19	18	1	22
Watauga	4	8	153	256	4	6	-	17
Wayne	39	35	4,673	8,960	224	232	9	212
Wilkes	17	13	3,043	2,339	82	86	5	160
Wilson 1/	55	81	19,985	43,634	507	667	77	662
Yadkin	1	5	(X)	136	(X)	(X)	(X)	(X)
Yancey	2	3	(X)	59	(X)	(X)	(X)	(X)
NORTH DAKOTA 1/								
Total	2,436	2,619	93,990	262,430	4,346	5,821	188	14,707
Adams 8/	30	24	990	3,638	45	46	3	109
Barnes	70	63	3,279	6,993	119	160	6	432
Benson	70	66	1,281	4,076	63	77	2	189
Billings	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Bottineau 1/	71	82	987	3,392	61	64	2	140
Bowman	26	23	810	2,734	25	38	1	101
Burke	42	44	666	2,477	38	41	2	93
Burleigh	48	55	4,760	14,128	211	332	5	896
Cass	174	173	17,379	48,858	967	1,382	40	3,162
Cavalier 1/	68	74	1,184	4,418	64	81	3	206
Dickey	30	34	930	1,955	34	45	1	71
Divide	31	32	682	1,960	46	46	1	168
Dunn	19	22	450	1,798	20	32	1	42
Eddy	19	21	588	1,382	16	22	-	92
Emmons	36	44	1,045	3,276	39	56	2	107
Foster	24	28	454	1,755	29	34	1	102
Golden Valley	16	18	366	2,295	17	26	1	33
Grand Forks	86	106	8,378	16,164	380	490	19	1,525
Grant	21	33	$574	$1,681	20	$24	-	$43
Griggs	36	38	727	2,060	33	48	$1	91
Hettinger	36	27	1,362	3,631	42	73	3	244
Kidder 1/	25	36	465	2,151	26	31	2	74
La Moure	33	65	1,160	3,645	47	59	1	192
Logan	31	35	538	2,129	26	20	1	99
McHenry	68	69	1,586	3,587	65	74	1	157
McIntosh	31	44	849	2,592	34	38	-	86
McKenzie	27	24	651	2,335	31	39	-	139
McLean	61	49	1,310	4,324	58	75	4	157
Mercer	23	26	478	2,237	26	33	-	38
Morton	41	52	1,719	5,132	61	90	3	189
Mountrail	65	56	1,653	4,940	67	97	4	253
Nelson	42	45	794	2,244	42	53	2	100
Oliver	6	7	124	241	5	4	-	11
Pembina	68	80	1,951	3,521	86	86	2	259
Pierce	37	32	872	2,057	41	34	3	96
Ramsey	79	73	3,235	5,812	168	211	8	326
Ransom	40	32	809	1,970	45	61	3	117
Renville	41	49	748	4,130	36	38	1	118
Richland	70	69	1,850	5,748	92	133	3	246
Rolette	30	37	324	1,967	29	33	-	119
Sargent	44	32	893	2,763	43	51	3	127
Sheridan	19	28	513	1,909	20	28	1	77
Sioux	12	8	208	506	12	16	-	27
Slope	4	3	(X)	(X)	(X)	(X)	(X)	(X)
Stark	45	34	2,608	3,912	93	133	7	282
Steele	30	27	969	1,865	31	39	2	96
Stutsman	88	100	3,787	10,491	168	221	8	445
Towner	41	47	851	3,003	41	64	2	145
Traill	58	59	2,213	3,988	60	85	8	243
Walsh	77	98	1,889	4,794	101	124	11	234
Ward	113	111	6,899	18,375	370	521	9	1,936
Wells	49	72	1,569	4,536	48	59	3	153
Williams	82	75	3,274	10,412	99	127	2	305
OHIO								
Total	8,317	8,077	1,563,854	3,094,100	62,732	96,370	2,686	128,326
Adams	19	10	402	374	21	27	2	17
Allen 28/	100	75	10,339	12,838	575	785	30	797
Ashland	20	20	595	2,059	38	48	3	40
Ashtabula	83	84	3,700	5,583	231	294	36	320
Athens	35	24	3,781	3,327	226	278	5	708
Auglaize	49	57	3,461	7,449	193	233	7	190
Belmont	45	35	3,010	8,951	125	178	15	233
Brown	32	34	1,859	2,771	70	70	9	67
Butler	96	70	13,043	15,647	580	859	14	696
Carroll 1/	8	16	279	297	6	8	-	7
Champaign	33	19	2,829	1,859	94	113	5	137
Clark	85	70	8,993	9,851	582	688	16	630
Clermont 8/	25	2	302	(X)	22	16	2	9
Clinton	64	54	2,368	3,228	65	73	9	57
Columbiana	77	61	4,701	9,194	310	456	18	484
Coshocton	24	26	1,960	1,443	205	207	19	380
Crawford	41	43	1,714	7,331	102	122	8	73
Cuyahoga	2,081	2,021	537,808	1,175,022	18,583	31,723	892	44,800
Darke	71	70	4,237	8,297	293	266	12	391
Defiance	35	42	2,321	5,099	144	133	4	398
Delaware 1/	17	35	564	1,884	22	29	3	37
Erie	89	64	3,437	9,800	351	410	33	548
Fairfield 1/	33	36	1,931	2,982	99	103	10	172
Fayette	18	30	1,416	7,496	46	68	3	163
Franklin 29/	427	358	112,723	253,187	5,022	6,921	97	8,760
Fulton	34	33	1,952	5,872	61	72	9	100
Gallia	15	15	876	2,844	59	73	1	68
Geauga 1/	6	19	210	397	6	9	1	6
Greene	32	27	4,560	5,170	155	310	4	968
Guernsey	29	23	1,841	2,303	64	101	7	132
Hamilton	1,301	1,357	346,784	738,712	13,252	20,978	306	25,307
Hancock	55	45	3,568	6,992	169	235	11	419
Hardin 1/	42	72	2,709	5,388	95	111	14	163
Harrison	14	6	514	(X)	23	34	1	27
Henry	33	36	1,892	4,298	109	108	3	108
Highland	68	40	2,409	3,772	159	122	7	152
Hocking	8	7	193	264	11	16	1	39
Holmes	13	22	488	1,457	27	26	1	48
Huron	31	35	1,552	3,216	80	105	9	142
Jackson	15	22	685	987	40	54	2	71
Jefferson	63	56	4,626	11,307	273	343	8	506
Knox	22	21	2,014	2,960	105	134	17	203
Lake	30	20	1,580	1,443	104	162	11	114
Lawrence	18	13	688	2,744	43	51	2	123
Licking	44	44	3,151	5,373	244	287	15	339
Logan	41	34	2,143	4,051	86	117	5	100

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
OHIO (continued)								
Lorain	63	66	$3,464	$16,792	218	$252	$24	$357
Lucas	446	425	110,990	189,680	4,596	7,025	163	9,816
Madison	11	28	647	4,078	28	25	3	48
Mahoning	208	213	37,138	101,784	1,875	2,342	72	3,070
Marion	47	45	2,607	6,519	174	225	6	2,090
Medina	28	23	2,707	3,016	105	158	5	119
Meigs	18	23	682	1,207	32	38	1	74
Mercer 8/	47	26	2,593	2,174	83	82	4	114
Miami	57	56	3,166	11,213	176	217	9	354
Monroe	14	12	108	265	5	6	1	6
Montgomery	285	276	50,032	116,352	2,531	3,521	60	5,588
Morgan	8	13	444	508	14	13	1	53
Morrow	11	8	428	728	36	39	1	25
Muskingum	71	80	6,504	14,033	407	565	14	1,466
Noble	14	7	1,752	713	38	31	-	37
Ottawa 8/	34	15	1,811	1,810	117	135	12	50
Paulding 8/	41	36	6,906	2,816	124	99	4	46
Perry	28	26	455	1,310	15	22	1	31
Pickaway 1/	24	43	1,947	5,877	68	73	6	80
Pike	6	13	(X)	(X)	(X)	(X)	(X)	(X)
Portage	26	17	1,067	1,293	63	94	2	100
Preble	39	32	1,812	1,581	55	73	7	52
Putnam	57	49	3,462	5,884	144	149	11	155
Richland	74	63	8,646	16,181	479	657	14	1,300
Ross	29	31	2,182	4,928	149	165	5	211
Sandusky 1/	33	52	1,430	5,155	82	102	9	111
Scioto 8/	65	43	4,851	8,087	357	441	15	516
Seneca	75	60	3,945	5,757	223	243	21	335
Shelby	48	38	5,870	8,372	151	136	8	203
Stark	188	162	27,072	64,235	1,670	2,347	57	2,943
Summit 30/	305	215	132,237	108,418	4,409	8,259	104	7,254
Trumbull	48	63	2,769	8,030	150	201	5	338
Tuscarawas	53	43	3,001	5,122	196	255	46	483
Union	18	20	770	1,433	52	56	-	41
Van Wert	56	51	2,847	5,311	114	128	13	246
Vinton	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Warren	9	10	335	829	21	32	1	39
Washington	33	44	2,191	5,002	118	156	14	418
Wayne 8/	62	39	3,460	5,501	140	187	10	275
Williams	49	40	5,567	4,798	170	186	10	228
Wood	32	34	2,491	3,330	144	177	18	146
Wyandot	28	19	758	1,572	57	60	3	27
OKLAHOMA								
Total	4,180	4,179	312,835	773,398	12,908	17,998	742	34,012
Adair	15	16	441	827	39	32	-	46
Alfalfa	80	70	2,296	3,934	71	65	6	77
Atoka	8	5	189	194	8	15	1	14
Beaver 1/	27	39	273	2,863	20	22	1	32
Beckham	72	64	4,646	6,955	157	178	33	167
Blaine	74	78	1,499	4,218	77	81	10	98
Bryan	40	59	3,217	6,358	142	150	2	316
Caddo	99	90	4,352	4,984	156	147	10	179
Canadian	48	43	5,103	6,514	122	150	4	290
Carter	55	50	3,592	6,063	213	287	14	508
Cherokee	14	17	470	495	19	21	1	47
Choctaw	26	14	1,465	1,687	54	65	-	603
Cimarron	32	21	432	1,819	38	43	2	67
Cleveland	29	57	778	1,112	66	73	1	78
Coal	9	36	199	1,102	9	12	1	11
Comanche	88	85	5,911	8,561	331	361	15	388
Cotton	23	33	1,086	2,534	37	24	4	41
Craig	29	29	951	1,943	36	55	14	89
Creek	70	65	2,831	4,952	156	175	8	282
Custer 5/	92	66	3,074	10,128	181	215	12	389
Delaware	5	6	38	132	2	3	-	2
Dewey	31	40	488	1,696	41	45	3	21
Ellis	39	32	693	3,270	35	43	2	47
Garfield	121	123	9,285	29,242	412	623	16	1,730
Garvin	59	58	1,683	3,198	76	70	12	135
Grady 5/	94	72	12,614	14,150	226	273	22	1,265
Grant	64	55	2,644	3,384	83	89	4	133
Greer	36	34	983	2,258	59	47	2	42
Harmon	21	43	737	2,370	33	31	1	49
Harper	35	40	414	2,795	51	25	1	24
Haskell	17	25	314	523	13	16	1	91
Hughes	27	42	998	2,815	46	63	1	146
Jackson	85	89	5,505	14,340	238	275	12	402
Jefferson	41	35	1,341	1,492	69	69	6	38
Johnston	15	36	360	554	10	14	6	3
Kay 3/	87	70	5,709	13,041	274	359	16	547
Kingfisher	48	46	1,739	2,684	70	86	3	117
Kiowa	102	104	4,757	9,715	170	184	12	158
Latimer	5	5	173	194	7	7	-	23
Le Flore	27	25	$533	$1,177	33	$37	$1	$33
Lincoln	45	45	1,283	2,171	54	70	4	189
Logan	55	54	1,595	4,716	120	164	13	119
Love	10	5	314	141	8	13	-	3
McClain	41	40	666	3,047	41	41	1	18
McCurtain	23	28	442	1,465	31	38	-	29
McIntosh	25	14	853	366	45	29	1	30
Major	45	45	1,240	1,923	51	58	2	126
Marshall	8	12	266	843	12	16	-	8
Mayes	25	31	647	1,201	35	42	2	62
Murray	17	17	480	731	21	34	1	14
Muskogee 3/	125	106	15,737	25,814	420	628	46	1,571
Noble	34	35	814	2,424	45	60	8	44
Nowata	18	19	435	911	19	33	8	36
Okfuskee	29	38	1,044	2,749	44	38	2	68
Oklahoma 1/	426	506	94,697	320,186	3,771	5,813	154	11,035
Okmulgee	80	69	3,417	6,712	203	262	16	522
Osage	49	51	1,524	2,266	80	106	5	228
Ottawa	39	44	1,630	3,939	80	107	2	201
Pawnee	24	24	584	1,059	28	44	7	34
Payne 3/	51	36	3,073	2,975	169	203	11	415
Pittsburg	52	53	3,071	7,622	171	261	14	510
Pontotoc	33	46	1,736	3,615	84	118	5	230
Pottawatomie 31/	52	94	3,292	13,138	198	249	7	414
Pushmataha	9	13	369	259	19	24	1	46
Roger Mills	49	32	799	1,952	41	40	5	46
Rogers	29	24	1,900	1,336	185	190	3	110
Seminole 31/	73	101	3,142	26,379	178	286	28	1,583
Sequoyah	13	14	325	255	15	18	4	21
Stephens	57	76	2,352	5,109	110	130	10	295
Texas	53	52	776	5,899	57	67	1	217
Tillman	63	79	3,455	7,394	96	104	5	46
Tulsa 32/	406	306	57,386	107,229	2,331	3,765	90	6,356
Wagoner	29	20	960	423	32	32	3	71
Washington	29	29	4,730	6,175	61	122	3	184
Washita 3/	81	59	3,367	5,062	103	100	6	71
Woods	51	47	1,269	6,132	59	69	3	130
Woodward	43	36	1,553	3,517	69	94	11	202
OREGON								
Total	1,333	1,439	202,146	466,831	9,705	14,511	643	26,402
Baker 1/	15	29	1,642	4,788	77	116	6	355
Benton	11	11	975	1,375	47	74	1	42
Clackamas 2/	26	8	819	412	31	54	9	54
Clatsop	28	33	3,060	5,462	122	190	9	286
Columbia	12	6	397	253	23	40	4	30
Coos	36	30	2,385	3,194	101	159	11	258
Crook	4	7	97	238	5	6	-	7
Curry	1	(X)	(X)	(X)	(X)	(X)	(X)	(X)
Deschutes	21	20	1,674	1,792	77	110	2	182
Douglas	26	29	968	1,514	59	90	1	109
Gilliam	9	9	210	383	17	27	1	17
Grant	2	(X)	(X)	(X)	(X)	(X)	(X)	(X)
Harney	4	2	161	(X)	12	12	-	9
Hood River	6	14	2,387	5,292	293	298	2	431
Jackson	39	36	4,825	5,266	265	416	81	384
Jefferson	5	4	90	310	6	6	-	10
Josephine	18	8	1,101	933	45	65	5	86
Klamath 2/	44	28	4,074	5,337	192	310	9	587
Lake	4	2	103	(X)	2	4	-	7
Lane 2/	53	34	4,453	5,690	198	302	9	428
Lincoln	10	4	239	131	15	24	1	13
Linn	23	26	1,471	2,167	78	107	5	246
Malheur	11	10	911	979	36	58	1	123
Marion 1/	44	63	4,342	4,960	327	312	7	547
Morrow 1/	4	15	107	1,755	4	4	-	9
Multnomah 33/	729	875	155,853	389,959	7,090	10,999	413	21,015
Polk	8	12	340	2,060	13	20	2	29
Sherman	6	3	199	171	6	10	1	9
Tillamook	13	8	495	658	23	34	3	44
Umatilla	37	42	2,811	12,493	167	184	31	185
Union	22	21	1,382	1,642	58	75	3	158
Wallowa	4	5	125	746	6	8	-	10
Wasco	21	17	1,705	2,186	151	168	21	102
Washington	14	10	1,238	855	43	73	2	465
Wheeler	3	1	146	(X)	13	17	1	9
Yamhill	20	17	1,276	878	101	136	2	150
PENNSYLVANIA								
Total	9,705	10,542	2,190,331	4,777,282	75,264	116,071	5,156	169,681
Adams 1/	17	57	870	2,382	46	73	5	66

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9 —WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
PENNSYLVANIA (continued)								
Allegheny 24/	1,713	1,974	$603,794	$1,562,580	16,136	$26,169	$741	$31,102
Armstrong 23/	41	17	5,140	3,571	128	223	5	921
Beaver	86	65	9,945	12,625	378	501	27	1,414
Bedford	19	21	1,164	1,464	53	83	3	112
Berks	217	235	35,067	57,939	1,400	2,090	83	2,573
Blair	114	122	20,983	35,623	742	965	30	1,867
Bradford	43	41	2,529	2,950	129	181	11	292
Bucks 23/	58	28	2,818	2,365	141	181	12	219
Butler 23/	76	51	5,477	12,741	259	371	12	622
Cambria	163	130	14,867	24,784	789	1,101	60	1,625
Cameron	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Carbon	28	17	1,896	3,751	69	98	2	128
Centre	36	22	2,681	4,824	159	182	2	322
Chester	75	66	5,780	11,928	510	684	34	1,090
Clarion	28	17	2,885	557	77	166	6	280
Clearfield 23/	69	38	6,374	6,797	275	370	12	653
Clinton	19	27	1,031	1,690	57	65	3	133
Columbia	21	19	1,238	8,015	67	80	9	113
Crawford 23/	67	42	3,205	4,524	234	293	18	420
Cumberland	44	38	2,754	3,727	137	165	3	217
Dauphin	206	186	55,251	51,804	1,961	2,555	66	4,532
Delaware	90	76	10,046	23,935	653	930	16	895
Elk	13	8	546	597	28	32	-	41
Erie	168	184	14,856	34,621	904	1,143	45	1,940
Fayette	83	102	8,091	17,591	431	562	19	778
Forest	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Franklin	59	50	4,618	5,462	271	319	16	489
Fulton	7	7	42	40	2	1	-	2
Greene	17	27	634	1,727	33	51	8	95
Huntingdon	21	27	2,146	3,091	136	170	1	361
Indiana	41	29	2,663	3,182	154	175	3	348
Jefferson	41	32	2,124	3,330	125	160	5	330
Juniata	1	6	(X)	(X)	(X)	(X)	(X)	(X)
Lackawanna	293	315	66,265	115,802	2,326	3,327	84	4,719
Lancaster	226	258	27,087	62,282	1,488	1,940	109	6,115
Lawrence	70	53	7,761	10,254	385	561	20	1,056
Lebanon	60	46	3,993	5,923	222	306	27	592
Lehigh	144	138	21,684	48,179	1,520	2,286	39	2,758
Luzerne	339	365	42,796	82,076	1,952	2,671	98	4,507
Lycoming	75	72	5,316	9,954	337	438	8	855
McKean	51	47	4,717	15,546	292	452	10	831
Mercer	43	45	11,682	7,802	342	594	11	544
Mifflin 23/	45	27	2,384	2,739	199	207	9	207
Monroe 23/	34	19	1,650	1,694	93	135	2	202
Montgomery 23/	139	106	14,843	20,486	719	1,091	30	1,544
Montour	5	8	339	585	18	25	1	114
Northampton	128	115	19,530	55,001	718	1,198	41	1,268
Northumberland	83	75	7,071	11,792	368	489	22	840
Perry 1/	8	27	312	930	17	22	1	12
Philadelphia 35/	3,418	4,357	1,047,178	2,280,884	33,960	55,093	1,188	81,355
Pike	1	3	(X)	165	(X)	(X)	(X)	(X)
Potter	16	15	457	352	15	19	2	79
Schuylkill 23/	191	122	16,129	17,803	944	1,171	30	1,429
Snyder	6	11	144	290	7	13	1	9
Somerset	43	47	1,580	3,273	73	99	11	225
Sullivan	1	3	(X)	56	(X)	(X)	(X)	(X)
Susquehanna	21	13	1,277	523	27	91	3	70
Tioga 1/	14	39	585	1,588	33	45	3	38
Union 23/	19	6	559	349	41	53	2	180
Venango	51	53	11,217	39,040	454	628	8	555
Warren	18	29	2,365	8,200	115	123	2	205
Washington 23/	126	84	8,922	14,018	430	565	35	940
Wayne	15	15	652	664	37	53	2	47
Westmoreland 23/	141	86	11,435	19,333	519	730	68	1,692
Wyoming	12	9	954	786	37	57	1	33
York	185	170	17,742	28,099	1,060	1,382	33	2,675
RHODE ISLAND								
Total	579	737	148,702	300,072	5,252	7,994	170	15,382
Bristol	5	5	88	89	20	11	1	1
Kent	9	8	700	1,690	53	73	4	106
Newport	21	32	2,030	6,399	123	170	3	296
Providence 5/	522	680	144,974	290,499	5,010	7,677	169	14,839
Washington	22	12	910	1,395	46	63	3	120
SOUTH CAROLINA								
Total	1,242	1,339	172,062	333,528	4,936	6,393	200	12,761
Abbeville 1/	6	28	248	1,137	9	9	-	13
Aiken	25	22	1,856	1,984	70	77	6	122
Allendale	6	13	$150	$891	8	$11	-	$7
Anderson 1/	41	89	5,829	9,287	194	278	$8	550
Bamberg 2/	32	11	683	685	47	41	4	43
Barnwell	17	11	789	408	15	15	-	13
Beaufort	10	8	682	950	33	45	-	38
Berkeley	4	6	358	365	17	16	-	28
Calhoun 1/	7	33	460	1,791	22	21	3	56
Charleston	140	111	31,935	45,897	953	1,379	25	2,542
Cherokee	12	13	451	1,033	24	28	2	56
Chester	13	31	1,949	2,908	32	75	2	117
Chesterfield	10	23	713	1,731	33	37	-	27
Clarendon 1/	6	25	209	1,033	10	13	-	9
Colleton	24	15	617	1,151	27	33	-	33
Darlington	32	36	3,241	6,673	75	100	3	222
Dillon	30	24	2,858	1,275	37	46	4	188
Dorchester	9	10	359	613	13	20	2	12
Edgefield	22	7	598	446	16	19	1	10
Fairfield	10	24	433	937	18	17	1	33
Florence	80	51	10,377	10,908	269	358	25	280
Georgetown	15	19	851	1,958	70	70	1	153
Greenville	124	157	33,924	93,343	649	533	24	1,967
Greenwood	16	51	1,214	4,003	73	84	1	136
Hampton	13	13	488	(X)	24	29	2	24
Horry	23	13	2,122	1,405	43	55	6	43
Jasper	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Kershaw	9	8	505	913	17	21	1	36
Lancaster	8	22	1,027	1,280	40	42	1	51
Laurens	24	36	2,000	3,114	67	98	2	152
Lee	11	14	698	788	16	19	1	23
Lexington	26	21	1,450	882	46	69	3	50
McCormick	2	11	(X)	351	(X)	(X)	(X)	(X)
Marion 36/	30	30	6,767	3,984	121	157	25	60
Marlboro	29	16	2,206	3,264	42	45	3	97
Newberry	20	24	3,343	4,082	42	55	1	57
Oconee	11	23	648	3,076	30	39	1	109
Orangeburg 1/	51	74	2,087	8,138	95	109	5	105
Pickens 1/	9	17	596	4,160	23	31	1	36
Richland	114	158	26,254	47,162	939	1,281	15	5,748
Saluda	10	12	373	765	10	11	1	15
Spartanburg 1/	71	143	13,107	38,588	411	670	6	1,004
Sumter	34	35	2,595	9,144	109	157	2	174
Union	12	20	836	2,409	39	56	2	96
Williamsburg	13	31	518	1,509	40	28	1	19
York	30	40	3,507	5,313	57	85	6	241
SOUTH DAKOTA								
Total	1,756	1,973	73,839	236,280	4,052	5,327	207	11,662
Armstrong	-	-	-	-	-	-	-	-
Aurora 1/	6	15	103	783	5	5	-	10
Beadle	42	58	2,389	5,970	138	181	12	340
Bennett	1	-	(X)	-	(X)	(X)	(X)	(X)
Bon Homme 1/	20	37	531	2,358	25	27	1	35
Brookings	44	50	2,429	4,390	115	188	9	501
Brown	118	135	7,632	24,610	434	626	20	1,755
Brule	12	30	570	1,894	24	44	-	108
Buffalo	-	-	-	-	-	-	-	-
Butte	19	21	1,295	2,053	42	70	1	163
Campbell	14	21	406	1,432	13	18	1	30
Charles Mix 1/	24	40	465	3,585	23	34	3	60
Clark	33	41	773	2,487	32	42	8	64
Clay 1/	12	19	272	1,302	12	20	2	35
Codington 1/	49	63	2,639	18,563	163	226	2	783
Corson	22	23	614	1,884	21	32	1	85
Custer	4	3	70	147	6	13	-	10
Davison	50	33	5,858	9,810	245	284	9	423
Day	43	59	1,234	3,286	106	90	2	150
Deuel	24	34	509	1,699	27	29	-	40
Dewey 1/	18	28	348	1,634	18	22	1	57
Douglas 1/	14	23	285	2,627	11	11	-	17
Edmunds	37	27	780	1,925	26	33	1	84
Fall River	13	11	244	567	18	33	-	29
Faulk	31	41	911	3,023	31	45	2	128
Grant	33	40	808	2,450	40	57	1	85
Gregory	24	27	619	1,961	28	34	-	85
Hanson	8	6	323	1,254	11	25	1	30
Hamlin	45	37	814	2,402	30	38	3	86
Hand 1/	16	27	358	2,613	15	21	1	23
Hanson 1/	16	24	177	1,672	10	11	1	19
Harding	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Hughes	14	19	492	1,880	50	53	1	112
Hutchinson	48	42	895	3,766	40	57	2	99
Hyde	11	11	337	833	13	22	1	41
Jackson	15	10	306	1,178	16	34	-	33

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WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must he withheld in order to avoid disclosing data for individual establishments, hut such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
SOUTH DAKOTA (continued)								
Jerauld 1/	15	19	$258	$1,951	17	$20	-	$22
Jones	8	6	177	266	13	18	$1	12
Kingsbury	48	51	1,461	4,292	85	87	11	76
Lake	29	25	1,306	3,136	90	102	2	104
Lawrence	32	18	2,179	2,052	90	157	8	326
Lincoln	21	26	1,115	2,797	16	24	6	32
Lyman	19	25	398	1,301	16	20	-	32
McCook 1/	26	33	286	2,827	18	19	1	35
McPherson	46	37	1,045	2,386	28	38	2	62
Marshall	41	50	678	2,411	39	43	1	74
Meade	13	13	427	1,126	16	27	1	44
Mellette	5	3	77	116	5	10	-	8
Miner 1/	18	39	197	2,668	15	15	-	21
Minnehaha	143	128	15,497	49,963	1,011	1,388	50	3,350
Moody	19	18	518	1,363	21	24	-	61
Pennington	49	50	3,257	4,439	148	238	11	514
Perkins 1/	16	14	652	3,313	17	27	3	80
Potter	27	30	767	2,640	23	34	3	65
Roberts	70	66	1,482	3,884	114	89	2	156
Sanborn	24	20	448	1,763	37	36	6	44
Shannon	-	-	-	-	-	-	-	-
Spink	53	66	1,250	4,069	56	70	1	125
Stanley	4	2	88	(X)	4	6	1	7
Sully 1/	7	15	217	1,499	7	10	-	20
Todd	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Tripp	21	42	1,326	4,997	68	94	13	82
Turner	33	35	722	3,083	36	44	-	85
Union	24	22	564	2,223	19	21	1	37
Walworth	28	32	1,887	3,549	65	77	1	167
Washabaugh	1	-	(X)	-	(X)	(X)	(X)	(X)
Washington	-	-	-	-	-	-	-	-
Yankton	26	32	2,126	4,619	174	164	2	359
Ziebach	8	6	124	298	7	9	1	18
TENNESSEE								
Total	1,967	2,256	390,442	1,068,981	16,065	20,287	652	51,406
Anderson	3	1	88	(X)	6	11	-	24
Bedford 1/	13	30	358	2,422	23	29	2	55
Benton	4	5	90	323	3	6	1	1
Bledsoe	1	(X)	(X)	-	(X)	(X)	(X)	(X)
Blount	8	8	1,061	898	43	74	3	105
Bradley	13	8	697	1,236	49	60	1	68
Campbell	13	15	1,063	1,958	64	89	1	150
Cannon	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Carroll 1/	16	27	877	3,795	36	41	3	66
Carter	5	3	369	369	19	27	-	35
Cheatham	-	2	-	(X)	-	-	-	-
Chester	8	11	790	679	12	8	-	22
Claiborne	6	13	392	1,104	14	22	4	17
Clay	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Cocke	6	8	538	858	21	26	1	63
Coffee	16	24	867	1,549	47	69	1	96
Crockett	4	5	89	856	7	12	1	4
Cumberland	5	3	362	381	19	16	-	31
Davidson 2/	308	235	76,845	139,744	3,090	3,762	115	6,372
Decatur	2	4	(X)	(X)	(X)	(X)	(X)	(X)
De Kalb	2	5	(X)	(X)	-	(X)	(X)	(X)
Dickson	11	17	543	791	31	39	-	63
Dyer 1/	22	42	3,143	9,694	182	179	7	433
Fayette	8	6	626	583	36	38	1	51
Fentress	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Franklin	10	15	386	860	18	21	3	12
Gibson 1/	35	94	3,539	10,420	92	124	7	234
Giles	22	24	1,173	2,325	67	72	3	154
Grainger	-	2	-	(X)	-	-	-	-
Greene	18	11	2,972	1,884	75	104	6	73
Grundy	3	1	42	(X)	2	4	-	2
Hamblen	17	19	2,451	3,913	127	159	7	245
Hamilton 2/	158	135	29,654	62,754	1,301	1,630	43	2,585
Hancock	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Hardeman	6	9	251	715	14	20	1	26
Hardin	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Hawkins	5	5	431	608	17	22	-	53
Haywood	4	11	354	3,143	16	25	-	24
Henderson	8	7	755	1,390	30	36	1	75
Henry	11	19	664	1,361	46	53	1	241
Hickman	4	7	88	158	10	12	-	9
Houston	1	-	(X)	(X)	(X)	(X)	(X)	(X)
Humphreys	15	12	429	639	15	19	1	25
Jackson	4	2	33	(X)	2	1	-	1
Jefferson	4	1	69	(X)	6	6	-	11
Johnson	2	2	(X)	(X)	(X)	(X)	(X)	(X)
TENNESSEE (continued)								
Knox	143	137	$27,045	$53,712	1,301	$1,749	$31	$2,973
Lake	3	13	136	1,390	3	5	-	5
Lauderdale 3/	7	16	183	8,421	3	6	1	5
Lawrence 1/	11	40	462	2,273	25	30	-	35
Lewis	4	5	67	86	4	5	-	12
Lincoln	35	38	1,612	4,348	74	69	4	126
Loudon	9	5	368	128	35	31	2	24
McMinn	17	12	1,194	1,263	52	71	2	87
McNairy	8	9	280	623	17	29	2	21
Macon	2	-	(X)	(X)	(X)	(X)	(X)	(X)
Madison	43	29	4,227	12,112	224	311	7	457
Marion	5	4	535	461	18	26	1	29
Marshall	18	10	827	658	48	44	2	62
Maury 3/	29	15	2,927	3,853	121	175	19	278
Meigs	1	-	(X)	-	(X)	(X)	-	(X)
Monroe	4	12	366	764	21	31	-	46
Montgomery	54	55	8,684	13,328	386	530	96	2,257
Moore	-	2	-	(X)	-	-	-	-
Morgan	3	2	63	(X)	5	9	-	6
Obion	26	22	1,038	3,415	56	65	3	131
Overton	3	5	213	810	11	11	1	23
Perry	-	5	-	62	-	-	-	-
Pickett	-	-	-	-	-	-	-	-
Polk	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Putnam	23	19	1,642	2,072	74	87	7	95
Rhea	6	6	125	893	11	20	-	10
Roane	8	11	836	1,596	43	56	1	69
Robertson	32	36	5,648	8,253	143	189	38	106
Rutherford	23	24	1,616	3,048	99	94	1	274
Scott	4	4	268	378	14	18	-	28
Sequatchie	4	1	58	(X)	4	8	1	5
Sevier	4	12	165	279	10	12	-	14
Shelby 3/	415	636	179,500	656,084	6,875	8,657	151	30,840
Smith 3/	23	13	970	1,394	35	45	14	12
Stewart	2	-	(X)	-	(X)	(X)	(X)	(X)
Sullivan	26	27	4,527	6,559	223	322	5	603
Sumner 3/	17	6	1,355	960	53	63	7	77
Tipton	8	6	1,057	1,980	35	49	-	121
Trousdale	6	4	632	946	16	22	3	4
Unicoi	2	-	(X)	-	(X)	(X)	(X)	(X)
Union	1	-	(X)	-	(X)	(X)	(X)	(X)
Van Buren	-	2	-	(X)	-	-	-	-
Warren 1/	14	28	728	1,416	46	54	2	240
Washington	31	34	4,255	7,987	208	296	7	467
Wayne	3	2	49	(X)	3	8	1	4
Weakley 1/	22	47	1,473	3,605	45	62	8	128
White	12	10	496	735	28	39	10	68
Williamson	18	12	516	931	43	39	6	37
Wilson	28	24	1,362	2,900	76	74	3	126
TEXAS								
Total	7,525	9,606	1,097,400	2,804,518	39,328	54,455	2,115	160,102
Anderson	18	26	1,092	3,407	65	72	1	220
Andrews	-	-	-	-	-	-	-	-
Angelina	29	21	3,015	2,425	87	99	1	295
Aransas	6	7	67	201	8	9	2	4
Archer	7	12	101	631	8	9	-	6
Armstrong	10	12	376	1,250	11	13	1	42
Atascosa	12	28	227	925	23	30	1	40
Austin	20	31	257	1,052	23	31	4	22
Bailey	9	10	502	1,962	16	23	-	22
Bandera	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Bastrop	17	17	660	1,212	18	29	5	31
Baylor	16	15	490	654	23	28	1	248
Bee	14	28	1,008	1,918	33	48	1	107
Bell 1/	37	98	2,049	13,150	105	141	3	221
Bexar	377	344	60,297	133,886	3,414	4,013	107	8,528
Blanco	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Borden	-	-	-	-	-	-	-	-
Bosque	28	34	603	912	26	51	14	56
Bowie	22	31	1,913	5,920	148	173	5	140
Brazoria	20	31	324	701	24	38	2	41
Brazos	20	8	1,819	2,684	100	102	2	260
Brewster	8	5	534	1,862	24	35	-	86
Briscoe	15	17	371	1,420	10	18	2	11
Brooks	9	5	120	181	12	15	-	11
Brown	64	46	2,898	15,905	193	199	16	519
Burleson	7	8	201	319	10	15	-	26
Burnet	23	19	548	493	8	15	3	20
Caldwell	20	36	868	7,002	49	73	3	176
Calhoun	14	17	151	597	24	31	12	6
Callahan 1/	9	27	129	944	11	15	2	23

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(All values expressed in thousands of dollars)

[An X) in column indicates that informatinn must be withbeld in order to avoid disclosing data for individual establishments. but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
TEXAS (continued)								
Cameron	123	149	$11,000	$20,340	465	$714	$132	$781
Camp	8	15	373	2,588	10	17	6	37
Carson	24	28	945	4,297	49	66	3	89
Cass	9	14	501	1,267	24	34	-	69
Castro	12	15	223	2,778	12	15	1	13
Chambers	7	8	149	262	6	13	2	25
Cherokee	27	52	2,409	7,223	101	145	18	200
Childress	29	35	2,266	2,897	81	96	1	281
Clay	10	20	526	636	32	41	3	26
Cochran	2	4	(X)	68	(X)	(X)	(X)	(X)
Coke	6	4	107	123	8	9	-	9
Coleman	47	42	1,501	2,864	45	59	2	112
Collin 1/	59	110	4,146	10,663	127	168	14	317
Collingsworth	37	38	2,001	3,653	77	77	5	96
Colorado	24	35	1,003	1,282	49	63	4	44
Comal	19	15	557	1,159	31	40	2	39
Comanche	23	37	1,220	2,115	50	61	15	75
Concho	7	18	165	1,145	10	16	1	16
Cooke 1/	28	73	1,166	4,867	62	78	2	133
Coryell	24	57	755	2,967	32	43	2	83
Cottle	14	30	457	2,469	28	27	-	13
Crane	-	1	-	(X)	-	-	-	-
Crockett	4	2	204	(X)	9	18	3	18
Crosby	26	55	907	2,772	50	51	2	23
Culberson	4	1	91	(X)	6	9	-	18
Dallam	15	18	296	1,984	21	33	-	25
Dallas	743	856	321,573	755,816	7,868	12,132	226	43,542
Dawson	17	39	673	3,123	35	48	6	158
Deaf Smith	12	14	588	2,001	18	26	1	57
Delta 1/	10	45	196	3,984	15	12	-	27
Denton	48	36	2,054	2,129	86	101	9	130
DeWitt	32	38	1,875	5,342	95	117	6	172
Dickens	8	21	478	1,791	16	24	1	52
Dimmit	9	17	203	1,068	14	19	1	12
Donley	14	35	677	3,105	12	22	3	22
Duval	7	7	315	238	9	15	3	51
Eastland	46	64	1,335	4,859	68	88	3	248
Ector	10	11	232	497	14	31	9	119
Edwards	-	2	-	(X)	-	-	-	-
Ellis 1/	41	125	1,988	11,093	68	89	7	95
El Paso	193	230	30,549	75,413	1,434	1,826	57	3,375
Erath	23	41	921	2,526	60	66	7	70
Falls 1/	17	54	279	6,503	25	40	1	22
Fannin	45	36	2,256	1,349	80	110	23	170
Fayette 1/	40	82	1,058	4,635	69	77	2	142
Fisher	11	16	651	1,141	31	31	-	24
Floyd	25	49	1,069	4,778	39	49	5	115
Foard	15	23	712	1,450	24	32	2	21
Fort Bend	13	29	483	1,291	32	53	1	31
Franklin	5	15	72	538	4	8	2	16
Freestone	8	26	204	1,510	22	24	1	28
Frio	7	9	90	198	10	14	-	10
Gaines	8	6	134	294	7	12	-	15
Galveston	76	110	17,289	115,677	547	766	36	5,170
Garza 1/	8	24	165	757	15	18	-	12
Gillaspie	24	11	1,423	828	52	51	3	111
Glasscock	-	-	-	-	-	-	-	-
Goliad	6	14	75	627	9	9	-	8
Gonzales	34	20	1,808	2,587	54	85	16	114
Gray	48	66	6,533	10,949	109	184	11	1,324
Grayson	59	77	7,456	11,262	354	430	8	1,037
Gregg 39/	103	19	11,314	10,274	417	620	45	2,052
Grimes	17	15	603	936	30	39	3	27
Guadalupe	22	14	1,309	1,057	79	81	7	100
Hale	53	68	2,721	10,477	121	133	7	249
Hall	43	43	3,089	5,296	37	58	9	88
Hamilton	23	40	956	1,700	45	56	2	46
Hansford	15	30	339	3,901	16	21	1	45
Hardeman	29	38	1,422	3,542	57	69	3	149
Hardin	10	10	602	750	175	130	-	291
Harris	645	537	213,102	526,300	7,294	10,831	234	41,263
Harrison	30	22	1,793	2,448	116	141	2	238
Hartley	4	5	36	818	3	6	2	4
Haskell	22	44	561	8,617	35	34	1	27
Hays	15	19	1,121	2,336	48	59	3	87
Hemphill	10	18	232	2,785	12	15	-	16
Henderson 1/	12	34	605	3,674	31	43	1	72
Hidalgo	120	123	6,517	12,649	356	538	122	454
Hill 1/	45	118	2,686	10,999	121	126	2	181
Hockley	16	21	504	1,835	16	24	-	26
Hood	12	17	234	406	12	16	-	26
Hopkins	18	39	734	3,296	40	56	3	72
Houston	30	30	2,177	3,505	45	58	4	145
Howard	35	34	1,640	4,827	84	126	21	376
Hudspeth	5	7	99	164	7	9	-	9
Hunt 1/	81	125	$9,075	$16,835	351	$298	$28	$1,091
Hutchinson	26	32	784	3,338	43	59	3	306
Irion	6	6	481	603	10	15	-	14
Jack	8	12	161	928	6	12	1	14
Jackson	10	18	209	353	8	11	2	8
Jasper	18	14	1,081	1,459	64	47	1	173
Jeff Davis	-	1	-	(X)	-	-	-	-
Jefferson	136	101	20,977	35,456	1,002	1,367	37	2,815
Jim Hogg	10	6	427	1,169	19	29	-	78
Jim Wells	14	13	551	1,002	34	44	1	61
Johnson	40	73	1,417	3,206	47	66	2	83
Jones	41	58	3,438	6,706	102	125	5	267
Karnes 1/	15	40	946	2,189	44	52	-	139
Kaufman 1/	26	85	1,023	8,297	58	81	3	120
Kendall	9	11	167	239	15	23	-	25
Kenedy	-	-	-	-	-	-	-	-
Kent	2	9	(X)	513	(X)	(X)	(X)	(X)
Kerr	10	9	1,889	2,876	30	44	3	43
Kimble	4	4	520	338	5	5	1	72
King	-	1	-	(X)	-	-	-	-
Kinney	2	-	(X)	-	(X)	(X)	(X)	(X)
Kleberg	7	7	289	1,071	13	24	-	31
Knox	11	27	174	1,583	18	24	1	18
Lamar	45	35	3,512	6,311	276	297	5	580
Lamb	18	38	456	3,891	21	35	1	51
Lampasas	19	17	898	2,508	33	44	2	82
La Salle	6	14	79	524	6	9	1	9
Lavaca	23	45	586	1,135	38	55	4	36
Lee	10	23	471	1,153	21	32	-	28
Leon 1/	9	45	218	3,717	10	15	-	19
Liberty	22	18	448	837	35	50	3	65
Limestone	27	57	1,108	5,465	68	106	3	160
Lipscomb 1/	16	29	287	3,428	17	24	-	30
Live Oak	6	12	111	263	11	14	-	13
Llano	18	11	803	1,232	34	47	1	132
Loving	-	-	-	-	-	-	-	-
Lubbock	76	98	9,079	27,492	451	449	27	821
Lynn	15	38	534	2,353	27	36	-	20
McCulloch	26	23	1,873	2,592	43	53	2	101
McLennan	114	186	31,090	74,373	1,170	1,437	70	6,132
McMullen	-	1	-	(X)	-	-	-	-
Madison 1/	6	27	141	838	13	25	-	12
Marion	7	7	512	777	24	32	-	62
Martin	4	9	43	226	5	5	-	5
Mason	3	13	55	534	3	4	-	2
Matagorda	18	27	2,016	1,057	41	54	-	118
Maverick	9	9	201	933	21	17	-	33
Medina	18	22	393	804	26	30	2	36
Menard	14	10	160	1,006	12	22	1	16
Midland	10	11	454	790	30	39	-	70
Milam	25	34	1,224	5,536	63	78	1	148
Mills	10	31	277	2,044	12	15	2	6
Mitchell 1/	6	29	152	2,637	14	18	-	10
Montague	23	32	709	2,038	33	43	2	72
Montgomery 40/	27	15	2,070	279	77	137	10	235
Moore	7	-	75	-	3	6	-	4
Morris	5	9	80	444	5	9	-	5
Motley	10	18	340	1,035	18	20	-	8
Nacogdoches	25	27	1,858	4,444	124	152	10	226
Navarro 1/	47	158	5,442	14,995	172	264	11	464
Newton	1	3	(X)	94	(X)	(X)	(X)	(X)
Nolan	25	36	2,436	12,837	142	174	8	673
Nueces	83	70	12,508	12,305	503	649	33	2,105
Ochiltree	19	22	268	4,594	19	28	-	33
Oldham	12	20	136	2,180	9	12	1	11
Orange	12	13	1,160	2,323	63	95	-	178
Palo Pinto	23	22	879	669	49	75	1	60
Panola	8	58	268	1,655	10	16	-	32
Parker	16	34	796	3,695	46	58	1	98
Parmer	19	30	784	2,566	53	41	1	36
Pecos	5	10	101	339	9	10	-	17
Polk	11	10	606	367	29	47	-	89
Potter	110	111	12,599	61,067	749	1,135	42	2,461
Presidio	11	7	321	662	18	26	1	78
Rains	5	13	51	478	3	2	-	2
Randall	13	9	286	456	12	17	-	12
Reagan	4	7	262	877	5	8	1	88
Real	5	4	37	175	3	5	-	6
Red River	18	38	719	1,900	43	53	3	62
Reeves	19	14	650	1,211	34	46	-	125
Refugio	15	19	910	1,007	25	30	6	150
Roberts	7	8	161	256	8	9	-	10
Robertson	15	21	626	2,291	20	35	1	61
Rockwall 1/	7	22	108	1,682	9	10	-	3
Runnels	32	54	2,668	5,131	50	66	7	755

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of Establishments		Net Sales		Full-time employees (average)	Pay Roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
TEXAS (continued)								
Rusk	23	48	$1,694	$3,218	70	$111	$1	$425
Sabine	4	14	82	695	7	7	-	5
San Augustine	6	9	343	1,350	14	17	1	53
San Jacinto	1	-	(X)	-	(X)	(X)	(X)	(X)
San Patricio 1/	18	34	1,036	5,757	35	66	19	40
San Saba	9	7	161	271	11	14	-	16
Schleicher	2	-	(X)	-	(X)	(X)	(X)	(X)
Scurry	12	23	331	1,862	19	26	-	30
Shackelford	14	21	233	961	16	27	2	73
Shelby	38	54	2,265	5,072	44	53	3	140
Sherman	11	12	264	3,923	16	23	-	346
Smith	56	49	7,855	14,015	311	448	28	923
Somervell	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Starr	6	3	115	186	9	10	-	15
Stephens	20	36	990	3,303	59	98	5	389
Sterling	5	3	34	66	3	4	-	5
Stonewall	7	10	470	470	17	16	1	8
Sutton	4	1	90	(X)	8	13	-	8
Swisher	22	20	1,205	4,182	38	60	7	73
Tarrant	265	256	82,227	277,525	2,448	3,537	117	9,483
Taylor	82	108	15,222	23,715	615	707	29	2,577
Terrell	8	2	318	(X)	8	14	-	14
Terry	10	28	255	2,614	12	18	-	10
Throckmorton	6	16	97	393	6	9	1	4
Titus	16	11	765	1,270	57	46	1	43
Tom Green 40/	72	38	6,776	8,753	200	263	13	587
Travis	77	80	9,136	26,344	505	682	18	1,222
Trinity	8	9	104	611	11	14	-	8
Tyler	7	6	112	205	11	18	-	10
Upshur	13	9	687	802	30	33	-	69
Upton	23	25	867	3,589	47	69	6	328
Uvalde	28	19	1,510	2,618	71	88	8	174
Val Verde	15	18	2,077	4,934	43	83	3	108
Van Zandt 1/	24	97	434	3,262	27	40	3	85
Victoria	19	41	1,265	4,270	75	93	3	177
Walker	8	17	176	958	19	29	1	33
Waller	8	12	96	196	10	13	1	6
Ward	10	23	310	3,391	17	27	2	159
Washington 40/	28	48	4,750	3,220	101	133	7	220
Webb	55	43	6,422	30,694	240	246	17	530
Wharton	27	39	1,177	2,402	58	67	1	113
Wheeler 40/	40	17	1,395	1,332	45	53	4	49
Wichita	125	145	10,326	27,155	610	812	38	1,971
Wilbarger	31	28	2,676	4,257	121	138	14	423
Willacy	9	10	162	504	13	20	1	18
Williamson	42	65	1,995	9,774	98	130	6	185
Wilson	17	27	335	994	34	33	-	47
Winkler	7	10	380	1,114	20	28	3	64
Wise	18	30	488	1,252	27	34	1	18
Wood	25	27	704	2,092	37	42	1	89
Yoakum	-	-	-	-	-	-	-	-
Young	26	29	876	2,613	43	58	3	304
Zapata	-	-	-	-	-	-	-	-
Zavalla	17	15	1,080	1,563	25	67	27	34
UTAH								
Total	653	736	66,758	180,101	4,572	6,184	185	10,475
Beaver	6	4	116	92	8	11	-	11
Box Elder 1/	20	47	466	1,429	24	32	7	46
Cache 1/	17	39	685	2,192	49	68	2	87
Carbon	20	17	1,030	1,372	37	47	2	152
Daggett	-	-	-	-	-	-	-	-
Davis	5	7	303	514	8	9	-	16
Duchesne	6	3	111	100	11	15	-	8
Emery	1	1	(X)	(X)	(X)	(X)	-	(X)
Garfield	-	-	-	-	-	-	-	-
Grand	2	1	(X)	(X)	(X)	(X)	-	(X)
Iron	13	7	749	773	30	47	4	73
Juab	12	17	307	847	18	22	3	26
Kane	2	1	(X)	(X)	(X)	(X)	-	(X)
Millard	7	9	188	177	10	15	-	21
Morgan	2	6	(X)	125	(X)	(X)	-	(X)
Piute	5	5	94	110	6	10	-	16
Rich	-	1	-	(X)	-	-	-	-
Salt Lake	382	353	52,745	133,566	3,639	4,887	141	7,654
San Juan	-	-	-	-	-	-	-	-
Sanpete	12	9	1,631	191	30	32	2	23
Sevier	14	9	309	327	17	23	1	22
Summit	7	4	113	184	9	11	-	9
Tooele	10	6	197	396	13	17	1	19
Uintah	6	2	253	(X)	15	29	1	9
Utah	42	48	5,590	2,388	161	215	15	460
Wasatch	4	8	93	156	5	8	-	16
Washington	4	-	$178	-	6	$8	$1	$6
Wayne	-	-	-	-	-	-	-	-
Weber 1/	56	132	13,632	$34,878	467	646	5	1,790
VERMONT								
Total	300	308	41,751	57,393	2,019	2,750	70	5,081
Addison	3	4	199	417	9	13	-	22
Bennington	11	12	351	907	36	56	1	87
Caledonia	22	26	3,103	4,888	148	231	13	634
Chittenden 2/	63	47	11,641	16,502	629	864	21	1,347
Essex	4	3	245	56	10	17	4	4
Franklin	20	22	1,342	(X)	50	73	1	136
Grand Isle	2	2	224	(X)	11	10	1	1
Lamoille	7	5	1,331	513	58	52	2	52
Orange	8	25	281	733	21	24	-	51
Orleans	18	32	2,069	2,071	70	110	1	99
Rutland 2/	60	45	6,040	7,223	289	371	13	1,317
Washington	34	39	5,445	9,727	276	346	5	525
Windham	18	14	4,894	7,007	219	312	3	439
Windsor	30	32	4,386	3,176	193	271	5	367
VIRGINIA								
Total	2,382	2,344	359,784	656,309	16,232	22,237	1,824	53,992
Accomac 1/	97	159	3,387	8,260	153	170	42	167
Albemarle	12	5	480	399	14	24	1	42
Charlottesville city	26	28	3,139	5,592	117	163	2	362
Alleghany	11	8	707	2,014	44	47	-	89
Clifton Forge city	6	3	734	581	40	38	-	74
Amelia	1	5	(X)	76	(X)	(X)	(X)	(X)
Amherst	1	-	(X)	-	(X)	(X)	(X)	(X)
Appomattox	2	2	(X)	(X)	(X)	(X)	(X)	(X)
Arlington	16	10	4,046	6,326	241	327	13	223
Alexandria city	17	16	3,071	3,479	168	234	-	648
Augusta	21	18	799	1,875	52	55	9	120
Staunton city	31	25	3,027	5,376	189	237	4	423
Bath	5	5	246	113	23	22	-	83
Bedford	13	14	554	1,058	36	35	1	46
Bland	3	1	51	(X)	1	3	-	1
Botetourt	9	5	95	142	4	9	1	5
Brunswick	8	11	572	352	8	14	2	10
Buchanan	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Buckingham	1	4	(X)	218	(X)	(X)	(X)	(X)
Campbell	13	17	499	1,367	23	29	-	34
Lynchburg city	87	86	24,283	29,642	1,177	1,692	40	3,517
Caroline	9	6	286	266	8	25	5	28
Carroll	17	10	994	1,095	33	42	4	112
Charles City	1	-	(X)	-	(X)	(X)	(X)	(X)
Charlotte	4	6	238	738	4	12	2	39
Chesterfield	10	1	830	(X)	97	90	-	119
Clarke 1/	2	9	(X)	485	(X)	(X)	(X)	(X)
Craig	4	2	54	(X)	2	4	-	2
Culpeper	17	18	1,135	2,619	46	52	1	132
Cumberland	1	2	-	(X)	-	-	-	-
Dickenson	3	5	124	159	7	11	1	19
Dinwiddie	5	4	64	202	2	2	1	15
Petersburg city	59	63	7,487	16,087	502	885	370	1,986
Elizabeth City 41/	8	14	1,171	1,733	34	50	6	75
Hampton city 41/	23	-	1,049	-	155	185	82	144
Essex	5	3	241	132	7	17	1	35
Fairfax	3	2	205	(X)	4	32	25	7
Fauquier	7	10	522	617	24	29	-	31
Floyd	5	-	65	-	-	1	1	3
Fluvanna	4	5	174	179	9	11	-	7
Franklin	12	3	552	438	14	24	2	59
Frederick	2	-	(X)	-	(X)	(X)	(X)	(X)
Winchester city	28	28	2,114	4,199	122	147	5	225
Giles	9	6	288	555	21	26	1	60
Gloucester	5	8	388	331	17	24	1	25
Goochland	3	2	170	(X)	12	11	-	34
Grayson 1/	6	21	483	2,290	15	14	1	64
Greene	4	-	7	-	-	-	-	-
Greensville	11	3	890	576	49	57	1	152
Halifax	19	22	3,933	8,125	160	183	12	1,055
Hanover	4	2	296	(X)	21	16	2	41
Henrico	5	1	56	(X)	33	14	-	-

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of establishments		Net sales		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
VIRGINIA (continued)								
Richmond city	401	416	$103,989	$233,611	4,737	$6,996	$501	$34,643
Henry 4/	2	9	(X)	1,015	(X)	(X)	(X)	(X)
Martinsville city 4/	-	-	-	-	-	-	-	-
Highland 1/	13	10	986	388	50	57	-	124
Isle of Wight	23	9	1,120	128	25	76	16	359
James City	3	5	251	305	10	18	1	8
Williamsburg city	-	-	-	-	-	-	-	-
King and Queen	3	2	111	(X)	3	6	1	3
King George	-	-	-	-	-	-	-	-
King William	6	4	291	299	17	26	-	20
Lancaster	11	7	416	319	41	51	4	35
Lee	4	5	222	250	7	13	1	14
Loudoun 1/	9	21	229	1,598	15	17	1	8
Louisa	7	13	230	649	10	20	2	20
Lunenburg	4	8	562	860	16	29	3	35
Madison	-	4	-	256	-	-	-	-
Mathews	9	14	408	581	35	41	1	51
Mecklenburg	19	25	1,144	5,031	40	65	5	41
Middlesex	11	12	552	537	16	46	10	23
Montgomery	57	10	1,055	1,272	38	55	5	55
Radford city	6	1	574	(X)	19	19	2	70
Nansemond	7	5	240	199	5	24	4	30
Suffolk city 2/	43	21	10,230	3,302	532	494	50	581
Nelson	10	6	158	188	5	10	1	12
New Kent	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Norfolk	5	6	280	1,831	12	37	-	33
Norfolk city	324	319	82,933	153,754	2,711	4,078	304	9,490
Portsmouth city	26	29	2,835	4,622	216	275	12	207
South Norfolk city	5	-	358	-	24	31	-	181
Northampton	63	49	5,442	7,929	74	112	27	87
Northumberland	34	10	633	248	387	172	7	96
Nottoway	12	13	960	1,583	33	61	5	63
Orange	10	6	787	1,062	45	51	-	86
Page	13	12	385	526	20	20	2	67
Patrick	3	7	67	124	5	8	-	4
Pittsylvania	5	6	433	363	11	20	4	72
Danville city	62	68	19,793	35,913	618	749	93	1,686
Powhatan	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Prince Edward	10	10	1,060	1,745	102	89	2	142
Prince George	3	2	220	(X)	7	15	3	28
Hopewell city	11	11	520	1,389	34	41	1	65
Princess Anne	5	5	180	183	4	16	1	6
Prince William	3	8	203	361	5	8	-	4
Pulaski	16	15	859	1,202	43	50	4	108
Rappahannock	-	2	-	(X)	-	-	-	-
Richmond	9	3	146	244	15	22	4	3
Roanoke	5	4	299	352	14	16	-	23
Roanoke city	113	128	22,938	38,662	1,038	1,343	22	1,853
Rockbridge	23	20	1,053	1,208	81	90	2	104
Buena Vista city	1	2	69	(X)	3	4	-	7
Rockingham	10	18	467	1,713	24	23	-	17
Harrisonburg city	24	19	2,735	5,630	147	184	14	293
Russell	4	21	101	835	5	9	-	6
Scott	9	9	332	414	10	15	1	23
Shenandoah	21	41	877	2,248	51	60	5	98
Smyth	7	13	476	1,148	26	58	2	117
Southampton	21	13	2,525	702	303	248	9	388
Spotsylvania	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Fredericksburg city	18	11	2,041	2,534	97	139	2	318
Stafford	-	-	-	-	-	-	-	-
Surry	2	3	(X)	49	(X)	(X)	(X)	(X)
Sussex	12	8	632	441	30	37	11	135
Tazewell	22	10	1,134	1,417	57	91	6	131
Warren	6	6	278	445	15	18	-	30
Warwick	2	7	(X)	576	(X)	(X)	(X)	(X)
Newport News city	46	40	3,271	6,185	212	254	8	560
Washington	18	9	1,883	1,450	67	70	5	67
Bristol city	22	34	2,995	8,230	140	196	6	332
Westmoreland	19	9	475	597	15	25	2	17
Wise	29	29	5,614	9,302	134	195	9	500
Wythe	12	9	1,847	737	52	44	5	156
York	15	10	481	298	24	29	2	9
WASHINGTON								
Total	2,714	2,591	439,259	960,427	19,288	29,428	1,737	48,651
Adams	32	24	1,087	7,672	41	75	8	128
Asotin	5	2	67	(X)	7	5	1	1
Benton	19	13	926	1,027	86	89	2	52
Chelan 5/	92	61	$37,468	$28,627	806	$1,215	$191	$1,347
Clallam	23	16	1,236	1,236	75	108	5	86
Clark	22	22	2,209	1,956	174	217	7	166
Columbia	8	6	448	929	24	33	1	52
Cowlitz	26	20	1,655	2,492	77	98	5	66
Douglas	17	10	301	5,895	15	24	5	70
Ferry	2	-	(X)	-	(X)	(X)	-	(X)
Franklin	8	10	578	1,698	10	23	8	22
Garfield	5	8	425	1,205	7	9	-	9
Grant	20	16	767	4,535	21	59	5	76
Grays Harbor	68	62	8,108	18,466	397	518	22	1,174
Island	11	5	305	604	32	33	2	21
Jefferson 5/	6	1	288	(X)	19	51	-	20
King 4/	1,136	1,248	231,691	577,258	9,814	15,834	494	25,868
Kitsap	29	17	2,201	1,261	121	199	16	138
Kittitas 5/	34	19	2,067	2,042	74	109	8	97
Klickitat	10	11	412	713	66	57	1	29
Lewis	37	28	2,264	5,232	158	211	4	201
Lincoln	69	65	2,578	8,198	86	150	17	286
Mason	4	3	183	136	8	14	-	16
Okanogan 5/	56	20	1,397	5,113	128	177	34	115
Pacific	14	12	467	738	16	30	2	74
Pend Oreille	6	4	183	145	10	22	1	16
Pierce	201	169	31,998	57,414	1,806	2,715	115	5,173
San Juan	6	4	117	47	7	9	-	-
Skagit 3/	48	33	3,651	2,348	315	352	11	550
Skamania	2	1	(X)	(X)	(X)	(X)	-	(X)
Snohomish	56	56	5,772	10,394	330	447	34	914
Spokane	272	295	45,614	136,787	2,277	3,196	86	6,786
Stevens	17	11	345	667	22	36	2	28
Thurston	31	16	1,936	1,825	117	167	7	177
Wahkiakum	5	-	16	-	3	5	1	5
Walla Walla	52	60	6,232	14,672	231	415	81	462
Whatcom	71	72	7,011	10,905	610	695	24	791
Whitman	59	71	3,762	11,775	125	208	27	294
Yakima 5/	139	100	33,337	38,239	1,169	1,858	492	3,114
WEST VIRGINIA								
Total	1,188	1,132	194,902	346,859	7,656	11,622	320	19,338
Barbour	9	21	402	790	33	48	5	133
Berkeley	30	22	4,540	4,337	115	128	4	1,520
Boone	4	5	567	876	17	24	-	36
Braxton	5	5	406	452	15	17	1	24
Brooke	8	7	532	724	19	24	3	33
Cabell 2/	187	136	37,992	50,661	1,316	2,120	62	2,958
Calhoun	-	1	-	(X)	-	-	-	-
Clay	2	1	(X)	(X)	(X)	(X)	(X)	(X)
Doddridge	1	1	(X)	(X)	(X)	(X)	(X)	(X)
Fayette	11	14	1,230	9,489	27	46	-	132
Gilmer	6	-	62	-	-	1	1	1
Grant	8	4	376	129	18	23	1	52
Greenbrier	15	8	1,075	1,345	47	49	5	94
Hampshire	5	5	148	422	5	6	1	5
Hancock	8	7	426	1,104	44	56	1	29
Hardy	5	5	160	85	13	17	-	5
Harrison	75	82	13,517	28,597	422	582	8	964
Jackson	10	10	608	1,640	34	40	4	100
Jefferson	24	22	878	1,458	37	35	12	71
Kanawha	126	141	40,734	77,929	1,448	2,599	34	3,982
Lewis	16	9	760	1,578	46	57	5	121
Lincoln	8	6	(X)	179	(X)	(X)	(X)	(X)
Logan	27	19	2,887	4,288	163	223	5	459
McDowell	22	21	2,888	5,961	102	169	6	305
Marion	42	57	8,416	8,095	261	338	9	643
Marshall	10	15	821	2,351	47	65	4	138
Mason	7	8	554	714	25	33	7	43
Mercer	58	30	10,198	20,199	450	774	15	1,295
Mineral	12	6	485	368	56	42	2	74
Mingo	20	15	5,003	6,004	158	240	5	622
Monongalia	27	19	2,466	4,536	142	171	6	309
Monroe 1/	2	20	(X)	1,515	(X)	(X)	(X)	(X)
Morgan	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Nicholas	2	5	(X)	156	(X)	(X)	(X)	(X)
Ohio	147	127	39,690	72,793	1,667	2,379	55	2,690
Pendleton	-	-	-	-	-	-	-	-
Pleasants	5	6	373	1,689	18	37	5	15
Pocahontas	24	40	741	1,358	22	29	2	66
Preston	13	20	760	1,256	26	34	2	115
Putnam	6	5	48	478	1	1	-	11
Raleigh	24	12	3,256	2,943	159	244	4	326
Randolph	22	20	1,366	1,899	87	127	10	193
Ritchie	10	21	456	1,453	17	23	4	44

12-33-1
Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500]

County	Number of establishments		Net sales		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929		Total	Part-time	
WEST VIRGINIA (continued)								
Roane	9	9	$696	$673	27	$33	$1	$121
Summers	13	18	1,606	3,412	64	96	7	188
Taylor	17	16	566	2,517	28	30	3	44
Tucker	3	4	58	101	3	5	-	3
Tyler	10	8	319	370	16	22	-	51
Upshur	11	4	565	787	18	24	2	68
Wayne	7	6	315	1,818	21	30	8	97
Webster	3	3	96	150	6	6	-	4
Wetzel 1/	5	19	155	1,543	14	16	-	61
Wirt	3	1	11	(X)	-	-	-	1
Wood	63	65	5,494	14,484	377	482	15	1,153
Wyoming	9	6	637	1,240	27	38	1	87
WISCONSIN								
Total	4,273	3,515	541,785	979,276	23,842	35,420	1,585	65,686
Adams	5	8	(X)	1,417	(X)	(X)	(X)	(X)
Ashland	31	26	2,116	5,585	117	162	7	393
Barron	60	47	2,544	2,199	125	146	8	182
Bayfield	14	12	320	437	26	36	4	42
Brown	102	98	24,632	39,824	1,191	1,444	84	3,738
Buffalo	23	15	1,203	1,250	51	74	21	43
Burnett	18	16	679	246	31	40	1	51
Calumet	25	14	1,262	1,662	60	69	4	150
Chippewa	42	50	2,382	3,513	235	254	9	738
Clark	42	46	1,417	3,556	87	73	8	169
Columbia	66	47	2,696	4,343	136	166	11	228
Crawford	16	18	647	1,121	31	39	1	315
Dane	148	140	21,314	34,625	920	1,191	52	3,825
Dodge 43/	72	36	2,967	2,250	158	264	9	310
Door	20	14	958	1,308	66	102	3	82
Douglas 44/	48	37	8,968	61,775	381	612	15	5,050
Dunn	30	19	997	522	42	74	15	90
Eau Claire	69	62	6,060	11,517	413	1,128	15	909
Florence	1	2	(X)	(X)	(X)	(X)	(X)	(X)
Fond du Lac	71	67	7,022	9,463	407	635	25	647
Forest 43/	19	8	354	(X)	8	14	1	20
Grant	46	31	2,098	2,707	80	117	4	112
Green 43/	98	28	5,230	2,581	208	180	6	495
Green Lake	15	15	449	1,387	21	36	2	52
Iowa	32	24	782	1,483	34	49	4	47
Iron	14	7	402	301	21	28	2	38
Jackson	10	13	302	1,324	15	20	4	27
Jefferson	48	40	4,397	4,500	141	267	49	756
Juneau	23	21	1,008	1,533	51	37	3	45
Kenosha 43/	50	25	5,426	7,293	259	345	35	286
Kewaunee	27	14	1,356	1,126	54	71	6	71
La Crosse	76	74	8,447	17,681	526	699	25	1,422
Lafayette	23	31	666	2,642	26	45	2	42
Langlade	33	25	1,364	2,001	84	96	9	103
Lincoln 43/	25	13	587	928	47	57	3	45
Manitowoc	70	33	8,179	21,910	383	508	18	2,115
Marathon 43/	109	71	6,585	12,394	585	491	26	679
Marinette	58	53	2,233	4,134	141	147	11	237
Marquette	14	10	261	402	9	9	1	25
Milwaukee 45/	1,249	1,088	319,986	551,539	13,267	20,510	521	32,487
Monroe	43	33	6,018	2,012	94	129	18	480
Oconto 43/	60	24	1,200	1,245	42	55	7	91
Oneida	32	33	1,361	2,674	65	117	12	230
Outagamie	68	59	6,067	9,056	308	422	16	624
Ozaukee	18	12	887	596	34	84	3	70
Pepin	21	16	1,078	774	41	58	1	25
Pierce	34	25	1,865	1,460	79	114	23	87
Polk	44	27	1,322	1,214	64	84	4	103
Portage	52	49	3,398	5,368	141	202	20	270
Price	17	19	629	1,620	21	37	1	230
Racine	91	85	6,535	15,146	392	612	26	929
Richland	27	22	1,519	2,030	52	48	6	84
Rock	92	72	5,812	14,339	335	467	58	1,124
Rusk	15	13	314	400	15	19	1	37
St. Croix	37	29	2,359	1,746	83	133	4	236
Sauk 43/	57	33	2,767	2,977	89	146	18	111
Sawyer	15	11	274	229	11	17	2	22
Shawano	42	33	1,589	2,347	109	118	5	299
Sheboygan	87	73	11,674	37,404	486	715	15	1,415
Taylor	18	15	398	428	21	26	1	36
Trempealeau 43/	50	23	1,722	1,112	57	77	11	283
Vernon	33	27	1,425	2,734	133	138	23	490
Vilas	10	5	249	163	9	14	-	17
Walworth 43/	44	25	4,604	2,600	75	141	8	259
Washburn	21	14	438	351	23	37	1	36
Washington	29	25	977	998	34	51	2	65
Waukesha	67	58	5,409	10,256	139	227	12	252
Waupaca	60	94	2,616	6,275	109	123	9	245
Waushara	22	25	$479	$659	14	$21	$2	$71
Winnebago	85	78	5,760	15,813	427	508	23	962
Wood	50	43	5,529	10,884	160	226	24	453
WYOMING								
Total 23/	349	285	19,117	34,661	847	1,265	51	2,684
Albany	12	11	721	1,721	33	63	1	56
Big Horn	18	15	822	1,372	28	33	1	181
Campbell	6	3	256	282	8	11	1	16
Carbon	17	11	347	2,079	27	49	1	37
Converse	10	8	337	342	19	26	1	22
Crook	4	4	64	82	5	8	-	5
Fremont	8	17	270	1,065	16	28	-	16
Goshen	20	16	535	976	21	30	2	39
Hot Springs	7	7	228	382	12	16	-	17
Johnson	4	6	107	344	4	6	1	9
Laramie 23/	55	38	4,478	8,265	230	360	9	705
Lincoln	15	10	534	550	19	31	-	71
Natrona	42	43	4,476	6,592	172	245	7	731
Niobrara	8	8	146	244	10	11	-	15
Park	20	16	817	1,725	23	38	5	158
Platte	15	15	439	1,364	30	33	7	42
Sheridan 23/	32	16	1,990	1,754	79	120	6	301
Sublette	3	1	80	(X)	4	5	-	4
Sweetwater 23/	31	23	1,539	2,890	71	111	8	182
Teton	5	5	77	(X)	6	9	-	12
Uinta	9	6	358	216	10	20	1	32
Washakie	5	7	197	1,960	17	16	-	28
Weston	5	4	109	398	5	6	-	9

For footnotes see following page.

Census of American Business

WHOLESALE DISTRIBUTION: 1933

Table 9.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(All values expressed in thousands of dollars)

(An X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than $500)

1/ The decrease in the number of establishments since 1929 was due in part to loss of assemblers and country buyers of farm products.
2/ The increase in the number of establishments was due in part to concerns which began operations subsequent to 1929 and to differences in methods of operating and reporting.
3/ The increase in the number of establishments since 1929 was due in part to differences in methods of reporting chain store organizations dealing in petroleum.
4/ The increase in the number of establishments was due in part to wholesale merchants which began operations subsequent to 1929 in the cities of Oakland, Sacramento, San Diego and San Jose.
5/ The decrease in the number of establishments since 1929 was due in part to loss of agents and brokers and manufacturers' sales branches.
6/ The increase in the number of establishments was in part due to concerns which began operations subsequent to 1929, particularly those engaged in beer, wine and liquor trades.
7/ These are revised 1929 figures. The data previously issued include a number of concerns that were erroneously reported and classified in the wholesale census.
8/ The increase in the number of establishments was due primarily to concerns which started operations subsequent to 1929 and to cream stations most of which were not included in 1929.
9/ The increase in the number of establishments was due in part to increase of wholesale merchants in the city of Gary.
10/ The decrease in the number of establishments was due in part to loss of wholesale merchants and agents and brokers in the cities of Indianapolis and Evansville.
11/ The increase in the number of establishments was due primarily to cream stations which for the most part were not included in 1929 figures, while the decrease in net sales was due largely to conditions peculiar to farm products trades.
12/ The decrease in net sales was due primarily to a large tobacco concern which did not report in 1933.
13/ The increase in the number of establishments was due in part to concerns which began operations subsequent to 1929, particularly those dealing in groceries and foods, beer and petroleum. The increase in the net sales was in a large part due to concerns dealing in cotton.
14/ The increase in the number of establishments was due in part to differences in methods of operating and reporting concerns which began operation subsequent to 1929, particularly those dealing in fish and sea food.
15/ Due to differences in methods of reporting some large chain store warehouses, Middlesex county failed to show the normal decrease in net sales.
16/ The increase in the number of establishments was due to differences in canvass and methods of reporting some fish and sea food dealers and new wholesale establishments.
17/ The increase in the number of establishments for Ingham and Genesee counties was due to increase in wholesale merchants in the cities of Lansing and Flint.
18/ The decrease in the number of establishments for Kent county was due primarily to loss of wholesale merchants and agents and brokers in the city of Grand Rapids.
19/ The increase in net sales for Mower county was due in part to differences in the methods of reporting some large chain organizations dealing in groceries and foods.
20/ The increase in the number of establishments was due in part to concerns which began operations subsequent to 1929, particularly those dealing in farm products and petroleum and to differences in methods of operating and reporting.
21/ The increase in the number of establishments since 1929 was due to several causes among which were new concerns particularly those dealing in beer, wines and spiritous liquors; changes in methods of reporting some large concerns such as in the petroleum trade; and to changes in classification.
22/ The increase in net sales was due primarily to differences in reporting some manufacturers' sales branches and some sales offices.
23/ The increase in the number of establishments was due in part to concerns which began operations subsequent to 1929, particularly those dealing in beer, groceries and foods, and petroleum.
24/ The increase in the number of establishments for Albany county was due primarily to wholesale merchants and manufacturers' sales branches in the city of Albany which began operation subsequent to 1929.
25/ The decrease in the number of establishments for Erie, Monroe and Onondaga counties was due primarily to loss of wholesale merchants and agents and brokers in the cities of Buffalo, Rochester and Syracuse.
26/ The decrease in net sales for Brunswick county was due principally to a large chain organization which did not report in 1933 dealing in farm supplies.
27/ The increase in the number of establishments was due in part to concerns which began operations subsequent to 1929, principally those dealing in groceries and foods, cotton and tobacco.
28/ The increase in the number of establishments for Allen county was due primarily to concerns which began operation since 1929, in a large part dealing in groceries and foods.
29/ The decrease in the number of establishments for Franklin county was due primarily to loss of wholesale merchants and agents and brokers in the city of Columbus.
30/ The increase in the number of establishments for Summit county was due primarily to wholesale merchants in the city of Akron.
31/ The decrease in the number of establishments was due primarily to loss of assemblers and country buyers of cotton and livestock and concerns dealing in oil well supplies.
32/ The increase in the number of establishments for Tulsa county was due primarily to increase of wholesale merchants in the city of Tulsa.
33/ The decrease in the number of establishments for Multnomah county was due primarily to loss of agents and brokers in the city of Portland.
34/ The decrease in the number of establishments for Allegheny county was due to loss of wholesale merchants in the city of Pittsburgh.
35/ The decrease in the number of establishments for Philadelphia county was due in part to loss of wholesale merchants and agents and brokers in the city of Philadelphia.
36/ The increase in net sales for Marion county was due primarily to increase in volume of business in leaf tobacco.
37/ The decrease in net sales and the number of establishments for Lauderdale was due primarily to concerns which ceased operation since 1929 and to several large organizations dealing in cotton which did not report in 1933.
38/ The decrease in the number of establishments for Shelby county was due primarily to loss of wholesale merchants and agents and brokers in the city of Memphis dealing principally in cotton and raw materials.
39/ The increase in the number of establishments for Gregg county was due primarily to conditions peculiar to oil business in a large part to concerns dealing in oil well supplies.
40/ The increase in the number of establishments was due primarily to concerns which began operations since 1929 and to differences in method of operating and reporting.
41/ In 1929 the data for Hampton city were included with Elizabeth City county and the data for Martinsville city were included with Henry county.
42/ The decrease in the number of establishments for King county was due primarily to loss of wholesale merchants and agents and brokers in the city of Seattle.
43/ The increase in the number of establishments was due primarily to concerns which began operation since 1929, which in a major part were dealing in farm products, and to cream stations most of which were not included in the 1929 data.
44/ The decrease in net sales for Douglas county was due primarily to differences in method of reporting and to conditions prevailing in the grain trade.
45/ The increase in the number of establishments for Milwaukee county was due primarily to increase in wholesale merchants, agents and brokers and manufacturers' sales branches in the city of Milwaukee.

APPENDIX

Form 2
BUSINESS CENSUS
C.W.A. PROJECT

CONFIDENTIAL GOVERNMENT REPORT

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

SUPERVISOR'S DISTRICT
No. _____
ENUMERATION DISTRICT
No. _____
NUMBER OF REPORT
_____

CENSUS OF AMERICAN BUSINESS, 1933

A separate report should be prepared for every retail or wholesale place of business, every service business, hotel, theater, or other place of amusement. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions from Washington.

All reports should cover, if possible, the full year's operations for 1933, even if ownership has changed during the year. If the fiscal year ends within a month before December 31 the fiscal year can be reported. Otherwise report the business of the 12 months of the calendar year 1933.

Units of chains which must be reported from the home office should fill out this form as far as possible; at least blocks 1, 2, and 3. (The balance of the information will be obtained by Washington from the chain's home office.)

Only sworn employees of the Bureau of the Census will be permitted to examine your report, and no information will be given out by the Bureau of the Census which would disclose, exactly or approximately, any of the figures in your report; provided that identifying data may be used to compile a central card file of business establishments in the United States for Government statistical purposes.

1. DESCRIPTION OF ESTABLISHMENT:

(a) NAME OF ESTABLISHMENT _____

(b) NAME OF OWNER _____

(c) LOCATION OF ESTABLISHMENT.
State _____ County _____ Township _____
City, town, or village _____
Street and number _____
Is this street and number located within the corporate limits of the city, town, or village? (Yes or No) _____

(d) WAS THIS ESTABLISHMENT IN OPERATION IN 1929? (Yes or No) _____

(e) NUMBER OF ESTABLISHMENTS IN SAME LINE OF BUSINESS OWNED BY THIS ORGANIZATION, ANYWHERE IN THE UNITED STATES _____ (DO NOT USE)

(f) WHERE IS THE HOME OFFICE (GIVE POST-OFFICE ADDRESS) _____

2. KIND OF BUSINESS:

CHECK FUNCTION

(a) Kind of business _____ ☐ Wholesale ☐ Retail ☐ Service ☐ Amusement ☐ Miscellaneous
(Give usual name or designation based on major kind of merchandise sold or major service rendered)

EXAMPLES.—Grocery store (or wholesale grocer), meat market, delicatessen, hardware store (or hardware wholesaler), barber shop, department store, restaurant, sugar broker, motion picture theater, bowling alley, laundry, auto repair shop, parking lot, etc. If several distinct lines of merchandise are handled in substantial amounts, the designation may be general store, general merchandise wholesaler, variety store, etc.

(b) Name the principal lines of goods sold or handled, or principal sources of operating revenue, *in order of their importance* based on volume of business done in 1933:

(1) _____ (4) _____
(2) _____ (5) _____
(3) _____ (6) _____

(DO NOT USE)

3. TYPE OF ESTABLISHMENT OR OPERATION:

(Check the principal function performed or type of operation; i.e., the function or type that accounts for more than 50% of the business of the establishment. (See "Instructions to Enumerators.") (CHECK ONLY ONE.)

FOR WHOLESALE

91. Assembler and country buyer ☐
81. Auction company ☐
82. Broker ☐
21. Bulk tank station ☐
14. Cash-and-carry wholesaler ☐
83. Commission merchant ☐
92. Cooperative marketing association ☐
15. Drop shipper or desk jobber ☐
12. Export merchant ☐
84. Export agency ☐
13. Importer ☐
85. Import agency ☐
10. Jobber ☐
16. Mail-order wholesaler ☐
86. Manufacturers' agent (for 2 or more mfgrs.) ☐
61. Manufacturers' sales branch (owned by mfgr.) ☐
89. Selling agent ☐
19. Supply & machinery distributor ☐
31. Warehouse (chain store) ☐
17. "Wagon distributor" ☐
10. Wholesale merchant ☐
1. Wholesaler-retailer (about equally divided) ☐
Other type (specify)
_____

FOR RETAILERS

47. Company store (commissary) ☐
42. Direct selling (house-to-house) ☐
50. Leased department in a store ☐
44. Mail-order house ☐
43. Market stand or roadside stand ☐
61. Utility-operated store (electric or gas Co.) ☐
10. Local independent ☐
20. Local chain (all units are in one community) ☐
30. Sectional or national chain (with more than local units) ☐
81. Retailer-wholesaler (about equally divided) ☐
73. Retailer-country buyer (retailer who also buys local foodstuffs for shipment to other dealers) ☐
Other type (specify)
_____

FOR SERVICE BUSINESSES, AMUSEMENTS, AIRPORTS, AND MISCELLANEOUS

10. Local independent ☐
20. Unit of chain or system ☐
50. Concession operator ☐
What kind of concession? _____

FOR HOTELS (answer each line)

10. Local independent operation ☐ 20. Unit of chain or system ☐

1. Year round ☐
2. Seasonal ☐

1. American plan ☐
2. European plan ☐
3. Both ☐

1. Mainly transient ☐
2. Mainly permanent ☐
3. About half of each ☐

1. If seasonal, open how many months in year? _____ 2. Number of guest rooms _____

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4. EMPLOYMENT DATA:

(*a*) Number of proprietors and firm members (of partnerships or sole ownerships only)_____
(Do not include salaried officers of corporations, or inactive partners.)

(*b*) Number of paid employees, full-time and part-time, on pay roll December 30, 1933, or other more representative date, including salaried executives, salesmen, clerks, operatives, etc. _____ { Males _____ / Females _____

(*c*) Number of all paid *employees* on pay roll nearest the 15th of each month: (*Do not include non-salaried proprietors.*)

Month	Full-time	Part-time	Month	Full-time	Part-time	Month	Full-time	Part-time
January			May			September		
February			June			October		
March			July			November		
April			August			December		
						AVERAGE		

5. OPERATING EXPENSES (NOT INCLUDING COST OF MERCHANDISE):

(*a*) Total salaries and wages paid to *all* employees for the year 1933, or period covered by this report— $_____
(Do not include compensation of proprietors and firm members of partnerships or sole ownerships.)

(*b*) All other operating *expenses* (rent, interest, traveling expenses, advertising, overhead, and all other expenses except pay roll)_____ $_____
(In a theater or other place of entertainment the cost of film rental, attractions, and outside professional services is included here.)

(*c*) TOTAL operating expenses ("*a*" plus "*b*", but not including cost of merchandise)_____ $_____

(*d*) How much of pay roll (included in "*a*" above) was paid to part-time employees— $_____

6. NET SALES OR TOTAL OPERATING RECEIPTS:

(*a*) Receipts from sale of merchandise (deduct returned sales)_____ $_____
(Brokers and wholesale agents must report selling value of goods and not commissions received.)

(*b*) Receipts from service sales, parking, storage, repairs, cartage, cleaning, etc. _____ $_____

(*c*) Receipts from room rentals (hotels, auto camps, etc.)_____ $_____

(*d*) Receipts from sale of meals (and from fountain)_____ $_____

(*e*) Receipts from admissions (theaters and other places of amusement, athletic contests, dance halls, billiard halls, bowling alleys, etc.)_____ $_____

(*f*) Receipts from other sources (specify sources):

_____ $_____

_____ $_____

(*g*) TOTAL net sales or operating receipts (total of *a* to *f*)_____ $_____

7. STOCKS ON HAND:

(*a*) Value of merchandise (at cost or replacement) on hand for sale December 31, 1933, or nearest inventory date _____ $_____

8. SUPPLEMENTAL FACTS:

(*a*) CREDIT. (To be answered by all.) How much of total receipts (6 *g* above) represents credit business?— $_____
(Include sales made on weekly, 10-day, 30-day, end-of-month, installment or other credit basis—all except *strictly* cash sales.)

(*b*) SALES TAX. (To be answered by all.) How much of total receipts (6 *g* above) represents sales tax?— $_____

(*c*) WHOLESALERS. (To be answered by all types of wholesale establishments.) Of the total sales reported in block 6 above, give the amount of

1. Sales to retailers (for resale)_____ $_____
2. Sales to consumers (at retail)_____ $_____
3. Sales to industrial users_____ $_____

(*d*) RETAILERS. (To be answered by retailers.) How much, if any, of your total sales were made to other retailers?_____ $_____

REMARKS: _____

CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____, 19____, to _____, 19____

_____
(Signature and official title of person furnishing the information)

_____, 1934.
(Date of signature)

 (Signature of Enumerator)

U. S. GOVERNMENT PRINTING OFFICE 1933 11—11141

JUL 23 1935